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Front cover photograph

Two of Vanguard Engineering's vehicles, loaded with 35 tons of their lifting equipment, drive home after another successful project on the Continent. Vanguard Engineering Ltd. of London are a young successful company specialising in industrial removals and machinery installation. They were formed in late 1964 and have grown at a remarkable rate, by developing a technique where skilled men and modern equipment are blended together to suit each project to produce a rapid, efficient, inexpensive removal or installation. The latest continental project involved the installation of a Goss Metro-Offset Web offset press at the offices of "La Republique', Toulon. This newspaper press was manufactured by Miehle-Goss-Dexter Limited of Preston, whose export achievements have already earned them the Queen's Award.

Vanguard have orders for a further four export projects during the next six months, three in Italy and one in Holland: this work is all part of Britain's invisible exports. In July 1969, Vanguard formed a further company – Vanguard Commercial Removals Limited, who specialise in office and factory removals and this like their parent company is expanding at a considerable rate. On May 1 this year, a Manchester-based company – Viking Industrial & Commercial Removals Limited was formed to combine both machinery and office removals activities and cater for Northern companies.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	8 July 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	20 May 1970
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	10 June 1970
UK balance of payments (Q)	10 June 1970
Bankruptcy orders (Q)	27 May 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	This week
Industry's investment intentions (3 times a year)	17 June 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	This week
Chemicals industry (Q)	6 May 1970
Companies:	
Acquisition and mergers (Q)	27 May 1970
New companies registered:	
Gt. Britain (M)	24 June 1970
N. Ireland (M)	8 July 1970
Computers:	
UK computer market (Q)	This week
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	13 May 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	11 Mar. 1970
Electronics industry:	
Electronic capital equipment deliveries research and development (Q)	27 May 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	24 June 1970
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	17 June 1970
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	18 Feb. 1970
Household consumption (Q)	15 April 1970
Footwear industry orders and deliveries (M)	17 June 1970
Foreign trade:	
EFTA trade (Q)	24 June 1970
Industrial countries trade and production (Q)	6 May 1970
World exports of manufacturers (A)	17 Sept. 1969
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	24 June 1970
Value of overseas trade: analysis of trends (Q)	6 May 1970
Gold and convertible currency reserves (M)	8 July 1970
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of finance houses (Q)	20 May 1970
Business (M)	This week
Industrial building (Q)	29 April 1970
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	24 June 1970
N. Ireland index (M)	1 July 1970
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	1 April 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (Q)	3 June 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	13 May 1970
Deliveries (Q)	13 May 1970
Production (M)	This week
Volume of production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	8 July 1970
Motor trades turnover (M)	17 June 1970
Office development permits (Q)	10 June 1970
Partnerships registered (A)	8 April 1970
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	1 April 1970
Retail prices index (M)	24 June 1970
Retail trades:	
Index nos. (M)	8 July 1970
N. Ireland index (M)	8 July 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	24 June 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	This week
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
Textiles:	
Clothing and textile orders and deliveries (M)	24 June 1970
Cotton production (M)	24 June 1970
Hosiery production (M)	24 June 1970
Wholesale houses sales (M)	This week
Wool exports (Q)	27 May 1970
Wool output (M)	24 June 1970
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	17 June 1970

Board of Trade Departments, etc.

Subjects	*Last Published*
Board of Trade addresses	1 July 1970
Board of Trade Regional Organization	This week
British Commercial representatives overseas	This week
Customs notices of interest to exporters	1 July 1970
Directory of Board of Trade departments and their work	8 April 1970
ECGD local offices	25 Feb. 1970
Half-yearly index – July-Dec. 1969	18 Feb. 1970
Official Receivers' offices	20 May 1970
Programme of trade promotions	1 July 1970

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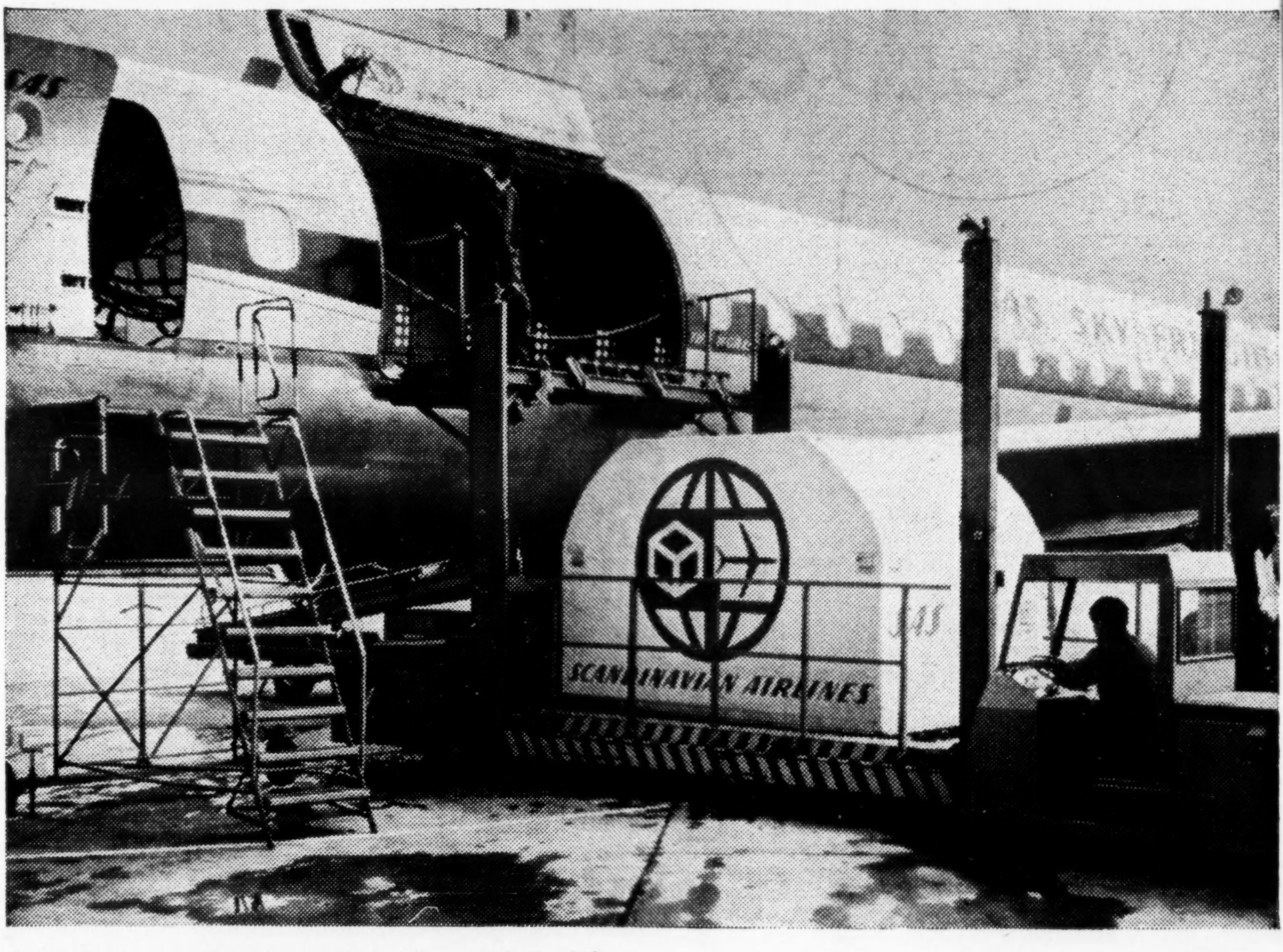

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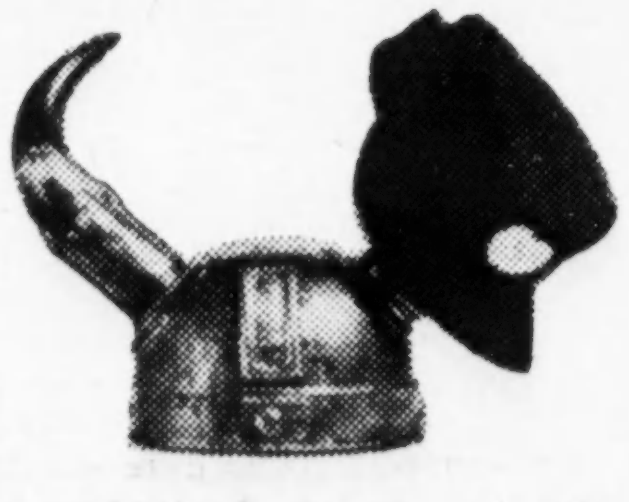

Big changes in British patenting?

Britain is participating in international developments which could drastically change patenting over the next 10 years. The Banks Committee Report, published yesterday, proposes alterations in our own patents system designed to increase its effectiveness for industry and bring it into line with emerging international practices.

Mr. M. A. L. Banks, chairman of the Banks Committee on Patent Reform.

THE PURPOSE of the patents system is to encourage investment in the marketing and operation of new techniques. The patentee gets a temporary monopoly for the invention, so increasing his chances of recovering costs and making a profit. In return he must actually manufacture and sell his product or use his process – if he does not then his monopoly rights can lapse. And he cannot keep the discovery as a trade secret: he must allow the Patent Office to publish his specification so that it can be seen by anyone wishing to do so.

World-wide growth of patenting

Patenting activity is increasing steadily in all industrial countries. One reason is the faster pace of technological advance. A good example of heavy reliance on patents is the man-made fibre industry where a series of patented inventions has encouraged firms to invest hundreds of millions of pounds in developing the original viscose rayon and at intervals thereafter nylon, acrylics and a whole range of other fibres.

For many products it is no longer sufficient to protect inventions just in the home market. More and more companies are operating internationally. So a second reason for the world-wide increase in patenting is firms' growing habit of taking out patents in all their major overseas markets.

The diagram on page 79 shows recent increases in patenting in six industrial countries. Applications from overseas are important in all of them, going up to over 90 per cent of the total in the case of Canada. They are also the fastest-growing category. In Britain well over half of all applications already come from overseas.

Changes in overseas patent systems

Not surprisingly, national patent offices have become increasingly overloaded. This has been true particularly of countries where applications are examined rigorously. In the Netherlands and Germany, for example, delays before patent applications could be examined became unacceptable and these countries introduced 'deferred examination' in 1964 and 1969 respectively. Under this system applications lapse unless examination is specifically requested within a set period. The expectation is that many applicants will lose interest and abandon their applications before asking for examination. Deferred examination has also been introduced in Australia and is likely to be introduced in Japan. Although not moving to deferred examination, the United States has made several changes to cope with the increasing workload, including a new 'compact' procedure which places greater onus on the applicant and involves shorter time limits than before.

Australia, the Netherlands, France, Germany and Scandinavian countries have adopted 'early publication' – the practice of publishing all patent applications at a fixed time after the date of application. The aim is to avoid a situation where many specifications remain unpublished, and so unknown to competitors, for several years – either because of deferred examination or because of delays in putting the application in order for acceptance.

Progress in international collaboration

One way of giving a better service to industry and reducing the strain on national patent offices is through greater international collaboration. For example, national offices are co-operating to improve techniques for conducting the searches of prior inventions necessary before a patent is granted. Britain was one of the driving forces behind the 1954 Council of Europe Convention which established a single international system for classifying inventions. We are also urging greater support for the work of ICIREPAT (International Co-operation on Information Retrieval among Patent Offices) which is concerned with developing machine or computer searching systems and for sharing results internationally. The British Patent Office is using a computer for searching specifications for the first time this year. The proportion of all searches being conducted in this way, small at the moment, will increase and the search will be more complete than is possible by the existing manual system. The public can also use the computer to make their own searches of patent literature.

On June 19, 1970 Britain and 19 other countries† signed the Patent Co-operation Treaty. Basically the purpose is to permit the grant of patents in a number of countries on the basis of one common application, one search and one examination, though each country will be free to supplement the search or examination as it sees fit. The Treaty is concerned not with establishing an international patent but with sharing work on processing patents. As such it will save effort both in industry and patent offices. A separate note on this Treaty appears on page 80 of this issue.

The proposed European patent

Another major project now making progress is the European Patent Convention. The formation of the EEC gave great stimulus to the idea of establishing an 'international' patent and a draft Convention on European Patent Law was published by the Six as early as 1962. This proposed a patent granted on a single application to a European Patent Office and carrying identical monopoly rights in all member countries. The British Government indicated its readiness to join the Convention. However, very little happened until discussions with the EEC were re-opened in 1968. The EEC afterwards invited other European countries to take part in preparing a revised draft.

The new draft was published in March 1970. It is incomplete but it includes provision for a European Patent Office granting a patent which will be the equivalent of a national patent in non-EEC countries, and in the EEC a unitary patent; early publication of applications and the search result 18 months after the priority date claimed; and examination on request within a period from

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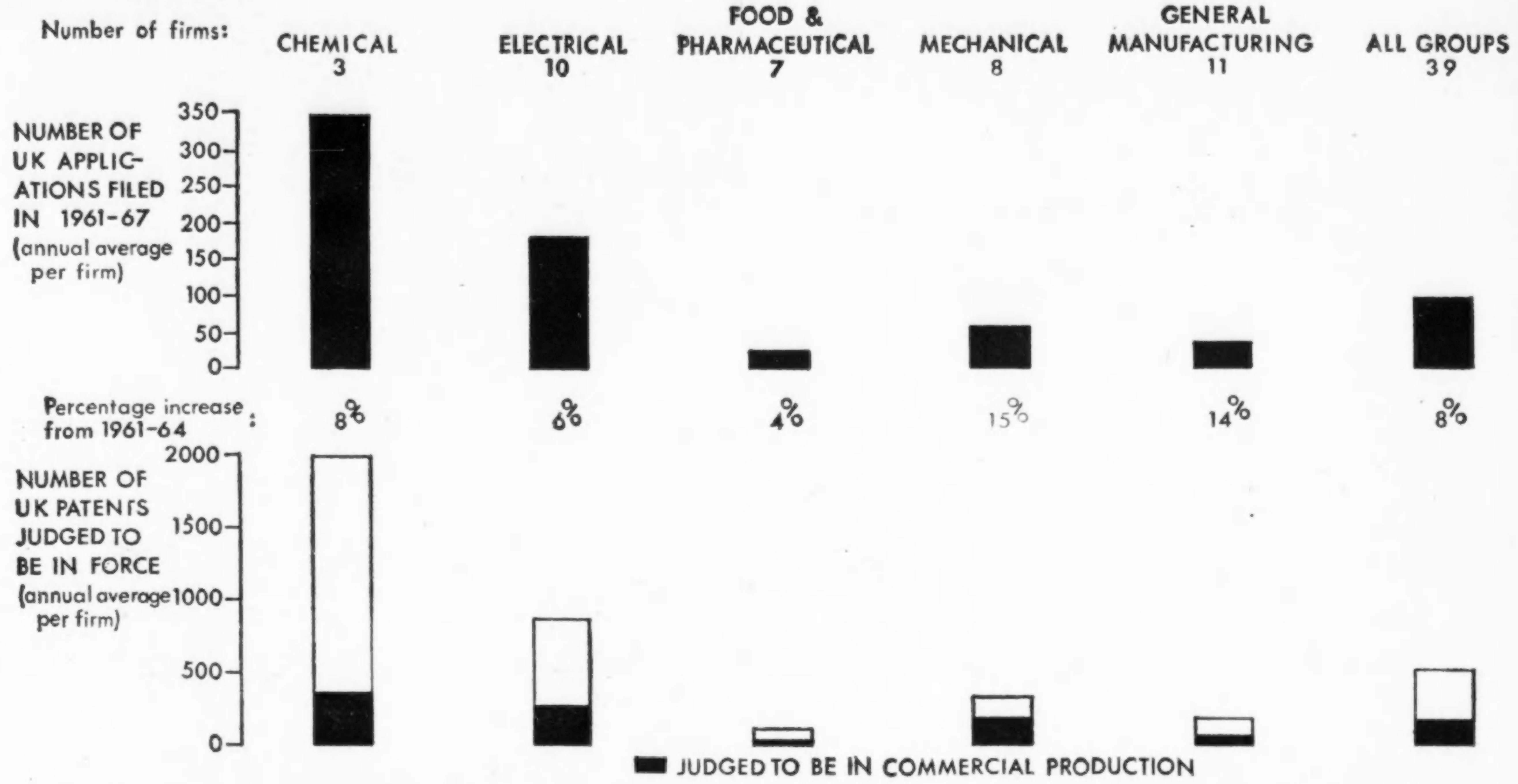
† Including Canada, Italy, Japan, the Scandinavian countries, Switzerland, the Federal Republic of Germany and the United States.

(*continued on next page*)

PATENTING BY INDUSTRIES

Questionnaire to 39 firms



the filing of the application which still has to be agreed. All member countries will have an equal voice in running the new European office which will relieve their national offices of work on inventions requiring wide protection in Europe.

Report by the Banks Committee

It is against this background of world-wide growth in patenting, changes in national systems and unprecedented international collaboration that the Committee of Inquiry into the British Patent System and Patent Law made its report published yesterday (Cmnd. 4407, HMSO, price 23s.). When it was constituted in May 1967 the Committee was asked particularly to recommend the legal changes necessary for Britain to ratify the Council of Europe's 1963 Strasbourg Convention concerned with harmonizing national patent laws. Its terms of reference were, however, drawn widely so that it could make the first thorough review of the whole patent system for over 20 years. The Committee, chaired by Mr. M. A. L. Banks, had stronger representation from industry than earlier review bodies as well as from the universities and patent professions.

The Committee drew evidence from a great many individuals and organizations, including the Confederation of British Industry, the Trade Union Congress, trade and professional associations, and individual firms. The main criticisms of our present patent system were on the grounds of delay and uncertainty:

> The relatively restricted search and examination made by the British Patent Office results in patents whose validity is too uncertain. Industry's concern is with the granted patent and although it is open to applicants and third parties to test the validity of patents in the Courts, industry does not want litigation except as a last resort.
>
> The period before publishing specifications is too long. This leaves industry uncertain about its position and makes it difficult to plan policy on new developments.
>
> Where an application is opposed legal proceedings can be lengthy, delaying the grant of a patent for several years.

The Committee recognized that international initiatives will tend to reduce the pressure of work on the Patent Office. But they will take time to become effective. For example, it will probably be five years before the Patent Co-operation Treaty is properly operational, and industry is unlikely to make full use of the scheme for several years after that. The time-scale for the European Patent Convention is, if anything, longer since discussions are at an earlier stage. Hence the Committee recommends that changes should be made and adequate resources provided for the British patent system if it is to continue to work properly. These changes are also designed to put us in a good position to take maximum advantage of international agreements.

These are the Banks Committee's major recommendations:

Early publication. At present no patent specification is published until it has been accepted by Patent Office. This delay may be up to four years – causing other people to waste time and money. The Committee recommends that all specifications should be published 18 months after the priority date claimed by the applicant. The time from priority date to the Patent Office's granting (or refusing) a patent should be set at a maximum of three and a half years.

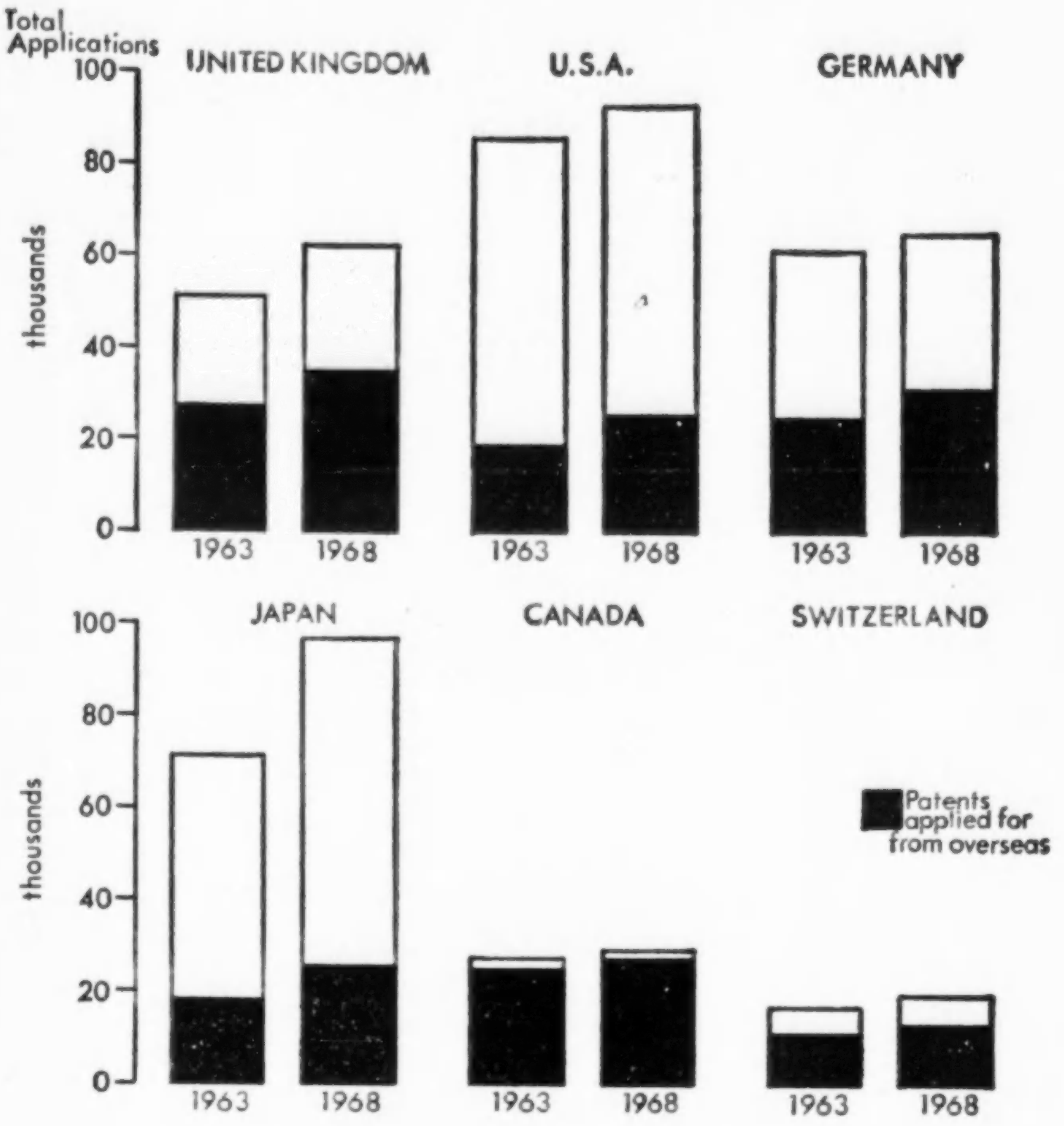
Stronger patents. The Committee recommends stricter search and examination of applications so that patents granted are stronger, with more value to the inventor as a means of protection or basis of negotiation. Patent Office should search all specifications and publish the results of its search on the date of early publication of the specification.

Selective examination. Search should be separate from examination and all specifications should be searched. Examination should be on request and a separate fee should be charged for this – payable within a year of publication of the search report. This fee should be high enough to encourage applicants to consider seriously whether they do in fact want to proceed.

20-year patents. The present 16-year life of a patent was set in 1919. Inventions now take longer and cost more to develop. The Committee recommends that the life should be extended to 20 years, which is in line with international trends.

Legal procedures. There are also proposals designed to speed up settlement of patent disputes and cut legal costs. These include setting up a Patents Court to hear both patent actions and appeals from decisions of the Comptroller of the Patent Office. A third specialist High Court Judge should be assigned to hear patent actions.

PATENTING IS GROWING WORLD-WIDE



*The United Kingdom total includes applications accompanied by provisional specifications as well as those accompanied by complete specifications. Complete specifications filed increased from 40,344 in 1963 to 48,765 in 1968, when about 70 per cent came from overseas.

Many other questions are considered by the Committee. Among them are:

Patent Office: The Committee recommends provision, as a matter of urgency, of a new building for the Patent Office – preferably next to the site to be chosen for the National Reference Library of Science and Invention – and some immediate improvement of accommodation for the Office. Extra staff will be needed to conduct searches.

Patent fees: Fees in the British Patent Office are low compared with those in most other countries and patent renewal fees contribute substantially towards the cost of examining and searching specifications. The Committee recommends keeping the £1 fee for filing a provisional application. Other fees payable before a patent is granted should be more realistic and contribute more to Patent Office costs.

Pharmaceuticals: Under existing legislation it is much easier to get a licence enabling manufacture of patented food, drugs and curative devices than it is for any other type of product. The Committee consider that this special position is a disincentive to research and should be abolished. The position of the National Health Service is adequately safeguarded separately.

Employees' inventions: The legal position is roughly that the invention belongs to the employer if it was made as part of the employee's duties but to the employee if it was not. This appears to the Committee to be equitable. The Committee consider that the best way of providing further encouragement for inventions within industry would be the establishment of more voluntary award schemes of the kind already in operation in many firms.

Industrial know-how: Patents are not an appropriate form of protection. Introduction of a special registration scheme for know-how would be undesirable.

Computer programmes: The Committee consider these should not be patentable, but the situation is changing rapidly and should be kept under review.

Conclusion

The patent system is of increasing importance to British industry.

Searching through the records of the Patent Office in London to see what letters patent are in force.

A general view of the National Reference Library of Science and Invention, situated in the Patent Office in London, but run as part of the British Museum.

As part of its investigations the Banks Committee contacted a small sample of firms to discover what use they are making of patents. The survey was not intended to produce precise statistics but an analysis of replies yielded the results summarized on the diagram. This shows most patenting activity in the chemical industry, but also a noticeable growth in all the industrial groups. Overall the survey suggested that about 30 per cent of patented inventions are in commercial use – more than generally thought. It also emerged that, as a rough average, firms seem to spend about 2 per cent of their research and development expenditure on patenting.

The Banks Committee recommendations amount to a major recasting of the British patents system. Implementation of most of them would require legislation. In thanking Mr. Banks and members of his Committee the President of the Board of Trade has said that he would state the Government's view when he has had an opportunity to consider their recommendations and any comments received on the report.

Patent Co-operation Treaty

Last month saw the signature in Washington of the 'Patent Co-operation Treaty' designed to share, between the member countries, the work of searching and examining patent applications and to provide inventors who want protection in a number of countries with a better knowledge of their chances of obtaining valid patents before incurring the expenses arising from a multiplicity of national filings.

As long ago as 1883 the first tentative stride forward in international co-operation in the industrial property field was taken. It was then that the Paris Convention was created, a Convention whose principles have stood the test of time and whose membership has now reached nearly 80. It does nothing however to 'internationalize' patent procedures, leaving the machinery of granting patents entirely to national administrations country by country.

In the subsequent years, and particularly since the end of World War II, international trade has grown enormously. This has meant a significant increase in the number of patent applications made in different countries by foreign applicants. Some 70 per cent of the work load of the United Kingdom Patent Office now derives from foreign applicants; over the last decade the foreign filings made at the United States Patent Office have doubled: and the same story can be told of many other Patent Offices. Increasingly patent protection is sought which is commensurate with the market potential of the invention – and this may mean filing patent applications in many countries. All this results in patent offices which subject applications to technical examination before grant being overloaded with work and the work carried out in one patent office being duplicated throughout the world.

A new international agreement

The drafters of the Paris Convention wisely allowed for the possibility of making special agreements between member states. In the autumn of 1966 at a time when the more ambitious scheme for a European Patent was in abeyance, it was decided that efforts should be made to create a new international agreement linked with the Paris Convention and aimed at dealing with the practical problems that had arisen. Discussions have continued ever since and as a result on June 19 this year the United Kingdom and 19 other countries including United States, Japan, the Federal Republic of Germany, Italy, Switzerland and the Nordic countries, signed the Patent Co-operation Treaty. Others, notably the Soviet Union, have indicated their intention of signing before the end of the usual six-month signature period. This followed four weeks of intensive negotiations at a Diplomatic Conference held in Washington. Seventy-seven countries and 22 international organizations were represented at this conference.

The Treaty with the annexed Regulations is a lengthy and complex document, full of detailed provisions made necessary to safeguard applicants and to preserve the peculiarities of some national laws. Unlike the European Patent draft it does not *compel* any member country to change the substantive conditions on which it is prepared to grant patents. It has two principal aims: to simplify and cheapen the initial stages of processing for applicants who desire patent protection in several countries and to reduce the work load of examining Patent Offices by sharing the work in respect of the search and, possibly, examination among the countries.

By filing a single international application a British applicant, for instance, will be able to cover not only the United Kingdom but also other countries. As of its international filing date, this application will have the effect of a national application in each of the countries designated by the applicant. The British Patent Office will receive the application and carry out a check for formalities before sending it to one of several international searching authorities which will make a search through world patent literature to agreed standards and issue a search report citing prior documents which appear to bear on its validity. The searching authorities are likely to include the Patent Offices in Washington, Munich, Moscow, Tokyo and the International Patents Institute; since the United Kingdom is a member of the Institute, the latter will probably act as a searching authority for British applicants. The search report will be sent to the applicant and the International Bureau of the World Intellectual Property Organization in Geneva, which will act as a central recording and publishing agency.

At the end of 18 months after the priority date of the application, it will be published, together with the search report. By the end of 20 months the applicant will be obliged to send a copy of his application to the Patent Offices of the countries in which he has stated he wishes protection. It is not until this time, when he has had the opportunity to reflect upon the search report and to decide whether to proceed further, that the applicant has to incur the expensive item of producing translations into the languages of the different designated countries, and pay the national fees. He will of course have previously had to pay certain international fees to cover the expenses of the International Bureau and the search.

The Patent Offices in these countries will then have to process the application, but since the search has already been done they will have a flying start. Such processing will be carried out according to national laws and procedures. The preservation of such laws, except so far as changes are essential to the performance of the scheme, has been a central theme of the negotiations and is probably one of the main reasons for the successful conclusion of the Washington Conference. Nevertheless, the Treaty contains many built-in safeguards for applicants and should result in a fair amount of harmonization of national laws. Although a designated State may reject an application for failure to comply with requirements laid down in the Treaty, it may not, in respect of the form and contents of an application, require more than the Treaty itself provides. Having regard to the wide differences which exist with regard to the formalities imposed by different countries at this time, another considerable advantage for applicants could result.

The Treaty also provides for preliminary international examination according to agreed standards. This will be carried out by an international examining authority – it is intended that the British Patent Office will act for British applicants – after the search. This part of the Treaty is however optional for States and for applicants. The advantage for the applicant is that he is allowed a further five months in which to provide translations, during which time he will receive an examination report giving him the preliminary views of an experienced examiner on the validity of his claims.

Provisions for developing countries

Apart from the many procedural and other details considered necessary to make the scheme practicable, the Treaty includes a chapter containing provisions for the express benefit of developing countries. These provisions, which could have important consequences, give the possibility of establishing patent information services and providing techncal assistance for the development of national and regional patent systems.

It is likely that some years will elapse before the Treaty becomes operative, particularly since many countries – and this includes the United Kingdom – will need to make some changes in their law as it relates to application procedures before they are in a position to become members. For the Treaty to enter into force, eight States must ratify or accede to it and of these at least four must be qualified States. A State is qualified for this purpose if the number of national applications it receives exceeds 40,000 a year, if its nationals or residents file at least 1,000 applications in one foreign country or if it receives at least 10,000 applications from foreign countries.

In the period prior to entry into force much further work of a practical nature remains to be done at the international level. But the Treaty is now part of history, and it is to be hoped that the initial impetus will be maintained so as to get it working for the benefit of applicants and Patent Offices alike.

A copy of the Treaty and Regulations can be inspected in the National Reference Library of Science and Invention, Holborn Division 25 Southampton Buildings, Chancery Lane, London, WC2.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

President speaks on benefits of free trade with Europe

'For British industry the starting gun (for entry into EEC) has already been fired,' said Mr. Michael Noble, President of the Board of Trade, at the City of London lunch on July 6.

Referring to negotiations for Britain's entry into the EEC, the President was confident that these negotiations could and would succeed, although it was not possible to forecast the timing of our eventual entry. He continued: 'It is no good our waiting until every document is signed and sealed before industry examines its prospects and begins its preparations. The benefit we get from free trade in Europe will depend entirely on the reaction of industry to the challenge of membership. A dynamic response is necessary from all sectors. We will be competing in the Six on equal terms with Community manufacturers. They will be competing with us on equal terms in our home market and in EFTA and in the Irish market.

'We will need every voice to bring this message home to industry. Later this week I will be meeting the chairman of the British National Export Council and also the London Chamber of Commerce, and this will be the essential message I will be asking them to put to industry. Now is the time to judge yourselves. Now is the time to establish whether you can think big enough for the opportunity ahead. Now is the time to look at your export organization on the ground. Now is the time to overhaul your ideas on export promotion.'

The President said that the pattern of our exports had changed materially since Mr. Heath opened the first set of negotiations. Last year the countries of the Six and the three other applicants with us in the current negotiations were all in our top 15 markets. So British industry was already much better versed in selling in Europe than it was 10 years ago. Outside Europe our main markets were the United States, Australia, Canada, South Africa and Japan. 'This suggests to me,' he said, 'that British industry is already showing itself as a serious competitor in the growth markets of the world. What we have to do now is to gear ourselves for the opportunity of greater trade in Europe but at the same time to make certain that in going for this trade we do not lose our grasp on these other markets.

'In short, we have to use the opportunity in Europe to establish a much stronger world position. A mere switching of markets is no use to us. What we want is to grasp now the opportunity to hold and then increase our share of the expansion of world trade.'

Earlier, the President spoke of the 'magnificent start' made by British exporters during the past 18 months, but emphasized that it was only a start. 'Over the next five years the objective for our exporters is quite clear,' he said. 'We must earn sufficient foreign exchange to finance a more tolerable growth rate in our economy. We must have sufficient also to repay our debts. More still, we have to start building our reserves and to prepare for the foreign exchange cost of joining the FEC. We cannot stay as we are. Our growth is significantly lower than in most of our continental neighbours and in other industrial countries generally. Since devaluation – and that made it easier – industry has done a magnificent job. This must be the basis for an increasing flow until these fundamental needs are met in full and against all the international competition we are bound to meet.

'The job is primarily and essentially for the individual exporter. It is certainly not my intention to seek to establish an export strategy for them. They must will the means and the product for their individual efforts. But the Government can help in two ways; the first is by our commercial and economic policies, to open up markets and to see the international policies maintain a healthy growth of trade. The second is tactical. Our export services can help the individual firm in particular markets and situations. These services have grown over the years. Industry uses them more month by month. We will not slacken our efforts. I hope industry will not slacken either.'

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Division is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from **9.30** *a.m. to* **5.30** *p.m.*

President at London Chamber AGM

'The welter of documentation' involved in exporting could be both time-consuming and costly, frustrating to the experienced trader and daunting to the newcomer, said Mr. Michael Noble, President of the Board of Trade, during a speech at the AGM of the London Chamber of Commerce on July 9. Over the years some progress has been made in clearing a better way for the movement of goods, but there was still a major task ahead if we were going to avoid the nonsense of being able to move goods quicker than we could cope with the paperwork.

This was a field where the Chamber could play a vital part, continued the President, with its wealth of experience and its range of members at home and contacts overseas. 'We felt in the Board of Trade that the need warranted the setting up of the SITPRO Board. We are fortunate in having Lord Thorneycroft as chairman with all his experience and stamina. But he will need your support if we are to reap the sort of dividend which is possible for our balance of payments and for international trade generally.'

Turning to missions and trade fairs, Mr. Noble made the point that in exporting, the most precious commodity was the time and attention of the overseas buyer. 'The impact of the serious exporter can be stunted or his opportunity lost', he said, 'if ill-organized or frivolous missions clutter up the market. Our expenditure in support of missions and fairs is reaching fairly significant proportions. I am sure that export promotion must continue. But I am equally sure that in the review we are making of our assistance, we must make sure that our effort is not dissipated by inviting all who wish to come and join.' The Chamber as a major organizer of missions and joint ventures had set a high standard in the past. This was the only standard we should accept in the future.

Referring back to his speech at the Mansion House at the beginning of last week, when he had taken as his theme the need for industry to prepare for the entry into Europe, Mr. Noble emphasized that in seeking the Chamber's co-operation he wanted to make it clear that it had been doing an extremely valuable job in assisting exports to different markets and was particularly well versed, for example, in the difficulties of trading with Eastern Europe. 'I want this work to flourish and prosper', said Mr. Noble.

'I went out of my way at the Mansion House to emphasize that a mere switching of markets was no gain at all and what we were after was a better world position.'

But ensuring that industry was facing up with the right frame of mind to our entry into Europe was the crucial task for the next year or so. It was no good our waiting until every document was signed and sealed before industry examined its prospects and began its preparations. 'We will be competing in the Six on equal terms with Community manufacturers. They will be competing with us on equal terms in our home market and in EFTA and in the Irish market. We will need every voice to bring this message home to industry. Now is the time to judge yourselves. Now is the time to establish whether you can think big enough for the opportunity ahead. Now is the time to look at your export organization on the ground. Now is the time to overhaul your ideas on export promotion.'

Britain well prepared for decimal changeover

Firm orders have now been placed for the replacement or conversion of about 80 per cent of cash registers, about 70 per cent of accounting machines, more than 60 per cent of price computing scales, and about half of the adding machines which will be affected by the change to decimal currency on February 15, 1971. These figures are given in the Third Annual Report of the Decimal Currency Board published last week (HMSO, price 6s. 6d., by post 6s. 10d.) The report reveals 'a considerable measure of success' in the preparation of machines for the changeover.

The figures in the report are based on information about orders supplied to the Board by machine companies. The Board say that there is no room for complacency, as much remains to be done, particularly on cash registers and scales in the smaller shops. In general, however, the report concludes that, 'In the United Kingdom, more preparatory work has been done on the changeover of machines than in any other country which has recently changed its currency system.'

'Vast potential' for exporters in Latin America

—The President

ALTHOUGH IT IS much easier for businessmen to make their export effort in Europe or North America, the 'potential is vast in Latin America'.

This view was expressed by Mr. Michael Noble, President of the Board of Trade, when he opened a conference of Diplomatic Service officers from Latin America, at the Board of Trade on July 7.

The reason for this was partly due to language problems, he added. 'If we can harness together the possibilities which stretch in front of us the Latin American market offers tremendous opportunities,' he said.

Much had been done by the previous Government to promote exports, but there 'is still a tremendous amount of continuing work to be done'.

Referring to the new Government plans for exports, he said its role 'must be to support industrialists and merchants' by providing 'good market intelilgence and follow up' when firms have established themselves.

Trade with Latin American countries could be better, indicated Mr. Noble, as it had 'thinned out' since two world wars.

He expressed the hope that some of the trade which had been eroded would be regained.

The President said he hoped to make his first visit to Latin America in November for the British Industrial Exhibition in Buenos Aires.

Embassies in the Argentine, Venezuela, Mexico, Brazil, Colombia, Cuba, Peru, Uruguay, Costa Rica, El Salvador, and Chile were represented at the conference.

'British exports to Venezuela could double in three years'

THE CHAIRMAN of the British National Export Council's Latin America Committee, Mr. J. Peter Ford, has predicted that British exports to Venezuela could increase by 100 per cent during the next three years.

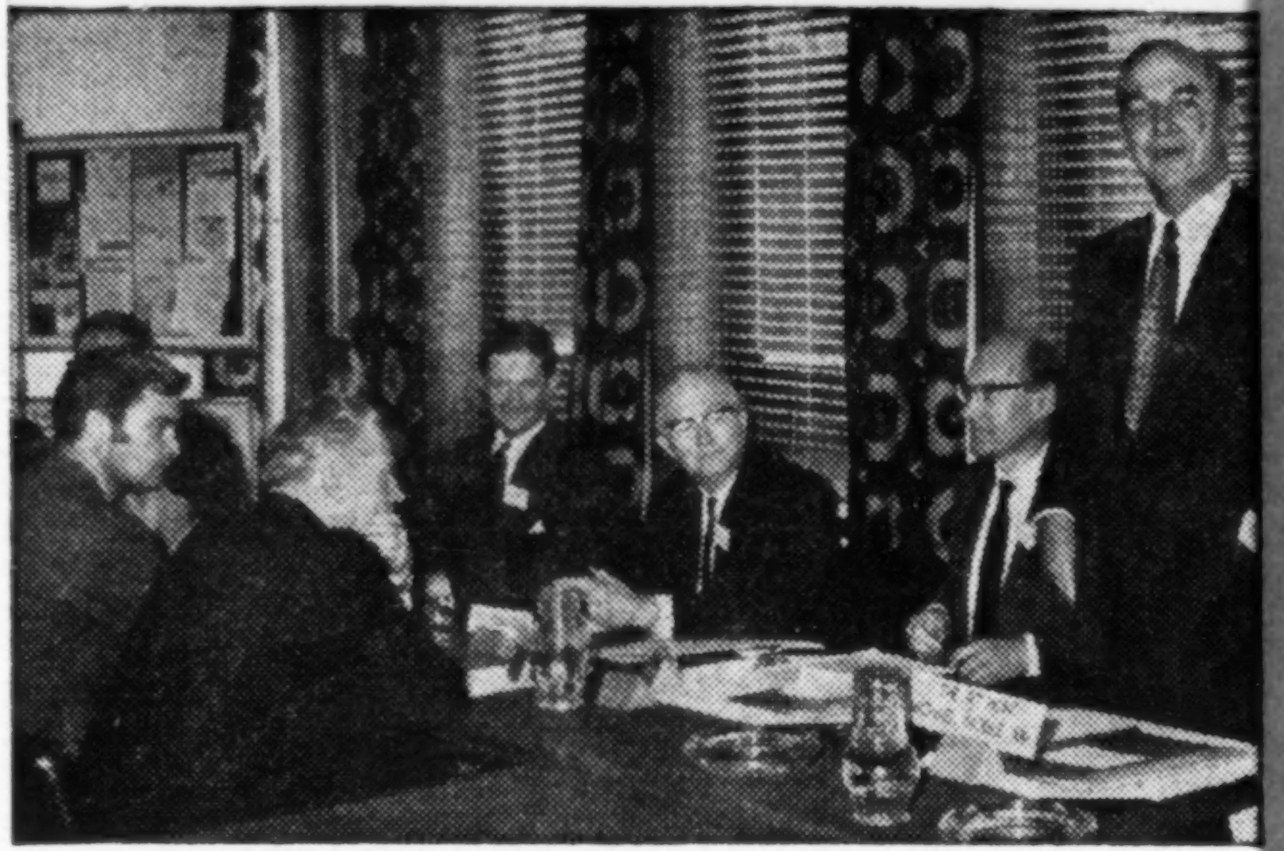
Mr. Ford has just returned from leading a 20-strong top-level business mission to Venezuela – the first official mission to visit the country from Britain since 1963. He said that at present Britain's exports were worth £32 million a year. 'There is no reason why our exports should not double in the next three years.

'Venezuela is now actively developing secondary industries in its aim to diversify and avoid too great a reliance on the national income from the oil industry.

'British industry can take advantage of this need to diversify in two different ways. Firstly, by supplying British industrial equipment to help the development of these industries, and secondly by entering into joint ventures with Venezuelan industry, which is how the Venezuelan Government wishes to see these industries developed – taking advantage of advanced technology and know how from Britain.'

While in Caracas Mr. Ford had an audience with the President of Venezuela and meetings with the Minister of Finance, Foreign Affairs, Public Works, Communications, Health, Education, Mines, Commerce and Industry, and also met the heads of the various Government planning and development organizations.

A report on the mission's findings, to serve as a guide to British industrialists, will be published in early October.



Mr. Michael Noble, President of the Board of Trade, opened a conference of Diplomatic Service officers from Latin America at the Board of Trade on July 7. Seen here (top table, left to right) are Mr. E. W. M. Magor, Assistant Secretary, Commercial Relations and Exports Division, Board of Trade; Mr. S. L. Edwards, Under Secretary, Commercial Relations and Exports Division, Board of Trade; the Hon. H. A. A. Hankey, Assistant Under Secretary of State at the Foreign and Commonwealth Office; and Mr. Noble. Seated facing the top table are (left to right) Mr. J. B. Noss, Second Secretary (Commercial), Santiago, Chile; and Mr. J. T. Hyslop, First Secretary (Commercial) and Consul, Bogota, Columbia.

ECGD backs contracts for two more cargo vessels for export

THE EXPORT CREDITS Guarantee Department signed two Financial Guarantees on July 8 covering the financing of two SD14 cargo vessels of 14,810 and 15,000 tons deadweight respectively. The contracts, which are worth a total of £2.6 million, are with owners in Liberia and Panama.

The first vessel will be owned by Amazon Shipping Corporation of Liberia and is being built by Bartram & Sons Ltd. of Sunderland. The second will be owned by Campania Naviera Zurubi SA of Panama and is being built by Austin & Pickersgill Ltd. Both vessels are scheduled for delivery in the middle of 1971.

Loans, which in each instance is for 80 per cent of the contract value, are being made available by Hill Samuel & Co. Ltd. who are acting on behalf of two bank syndicates. One comprises Lloyds Bank Ltd. and National Westminster Bank Ltd.; and the other comprises Lloyds Bank Ltd. and Glyn, Mills & Co. Both the loans are repayable over a period of eight years from the scheduled date of delivery of each vessel.

See also 'ECGD insured turnover up by 11 per cent' on page 114.

'EFTA Bulletin'—UK statistical supplement

A SERIES of statistical supplements on EFTA countries is concluded in this month's issue with the appearance of the Swiss and United Kingdom statistics. The July issue also features articles on the importance of the EFTA market to three EEC countries. Those considered are Germany, the Netherlands and Italy. Also included is an article on customs co-operation in EFTA and an interim discussion on progress towards a European patent. EFTA trade statistics for the first quarter of 1970 are also reproduced.

Copies of the July issue of *EFTA Bulletin* can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1

Mr. Anthony Grant (left), Parliamentary Secretary at the Board of Trade, was host at a reception held in honour of Dr. G. R. Nikpay the Mayor of Tehran in London on June 29. Dr. Nikpay arrived in the United Kingdom on June 21 for an 11 day visit as guest of the Board of Trade.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a trade association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 29.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.22	4-Nitrodiphenylamine	4-Nitro-Diphenylamine	December 31, 1970	13468
29.34	Methylphosphonothioic dichloride	As in previous column	December 31, 1970	13465
29.34	Methylphosphonous dichloride	As in previous column	December 31, 1970	13466
74.01	Copper alloy containing not less than 99·8% by weight of copper and not less than 0·08% nor more than 0·11% by weight of silver as the major alloying element, in the form of billets of a diameter of not less than 149 millimetres nor more than 156 millimetres and of a length of not less than 1,358 millimetres nor more than 1,385 millimetres	Oxygen free high conductivity copper	December 31, 1970	11122

THE FIRTH CLEVELAND

Mr. A. D. Peck, Second Secretary, Board of Trade, describing the Board's services for exporters at an Export Conference held by the Firth Cleveland Group recently. The conference, with the theme 'Europe – Target for the 70s', followed a year in which the exports of the Firth Cleveland Group increased by 30 per cent. Forty managing directors and export sales managers were welcomed by the group's joint managing director, Mr. I. F. Donald.

Registrations of films: exhibitors' and renters' licences increase in fees

REGULATIONS PRESCRIBING new fees to be charged under the Films Act, 1960 (as extended and amended by the Films Act, 1970), for the registration of films and for exhibitors' and renters' licences have been made by the Board of Trade. The regulations affecting the registration of films and renters' licences come into operation on July 16, and those increasing the fees for exhibitors' licences on August 1, 1970.

The increase in fees is necessary to enable the Board of Trade to cover the costs of administering the Films Act, 1960, are required by section 44(3) of the Act.

The new fees are as follows:

	£	s.	d.
On an application for the registration as a British film, of a film so registrable by virtue of section 19 of the Films Act, 1960 (as extended), i.e. a co-production film, ...	350	0	0
On any other application for the registration of a film, including newsreels, ...	10	0	0
On an application to amend the Register	4	15	0
On an application to inspect the Register (for each half-hour)		3	0
On an application for a certified copy of an entry in the Register		12	0
On an application for a renter's licence	25	0	0
On an application for an exhibtor's licence			
(a) for a calendar year	10	0	0
(b) for a quarterly period	3	0	0
(c) for two quarterly periods	5	15	0
(d) for three quarterly periods	8	10	0

July 10, 1970

Notes:

In recent years the cost to the Board of Trade of administering the Films Acts has continued to rise despite considerable reductions in staff. With income falling as a result of the continuing decline in the number of cinemas operating, and fewer films being registered, an increase in fees is necessary in order to cover the costs of administration.

Before the present increases the fees for exhibitors' and renters' licences had remained unchanged since October 1, 1961, and those for the registration of films unchanged since January 1, 1962. The fee for the registration of a co-production film was introduced on March 23, 1967.

The Films (Exhibitors) (Amendment) Regulations 1970, in addition to prescribing increased fees, amend the form of application for an exhibitor's licence to take account of the repeal by the Films

(Continued on next page)

REGISTRATIONS OF FILMS, *continued*

Act, 1970, of section 27 of the Films Act, 1960, and also make a minor amendment to the Second Schedule of the Films (Exhibitors) Regulations, 1961.

Copies of the new Statutory Instruments are available from Her Majesty's Stationery Office, or through any bookseller,

SI 1970 No. 985	The Films (Exhibitors) (Amendment) Regulations 1970, Price 6d. (by post 10d.)
SI 1970 No. 988	The Films (Registration) (Amendment) Regulations 1970, Price 6d. (by post 10d.)
SI 1970 No. 987	The Films (Registration of Newsreels) (Amendment) Regulations 1970, Price 4d. (by post 8d.)
SI 1970 No. 986	The Films (Renters' Licences) (Amendment) Regulations 1970, Price 4d. (by post 8d.)

New London Chamber president

MR. ROBIN BROOK was re-elected as president of the London Chamber of Commerce for the coming year at the Chamber's annual meeting on July 8.

Mr. Brook is deputy chairman of United City Merchants and chairman of the Ionian Bank, Gordon Woodruff and other companies. He is also a director of British Petroleum Ltd. and a member of the Committee on Invisible Exports.

New chairman of CITB

MR. ROBERT CARR, Secretary of State for Employment and Productivity, is to appoint Mr. Desmond Misselbrook, chairman of the Economic Development Committees for Building and for Civil Engineering, as chairman of the Construction Industry Training Board from July 21. He will succeed Sir Norman Longley, who, for personal reasons, does not wish to continue as chairman after July 20, 1970, when his present appointment expires.

Iron and steel ITB reconstituted

MR. ROBERT CARR, Secretary of State for Employment and Productivity, has reconstituted the Iron and Steel Industry Training Board for a further three years from July 3. This is the Board's third term of office.

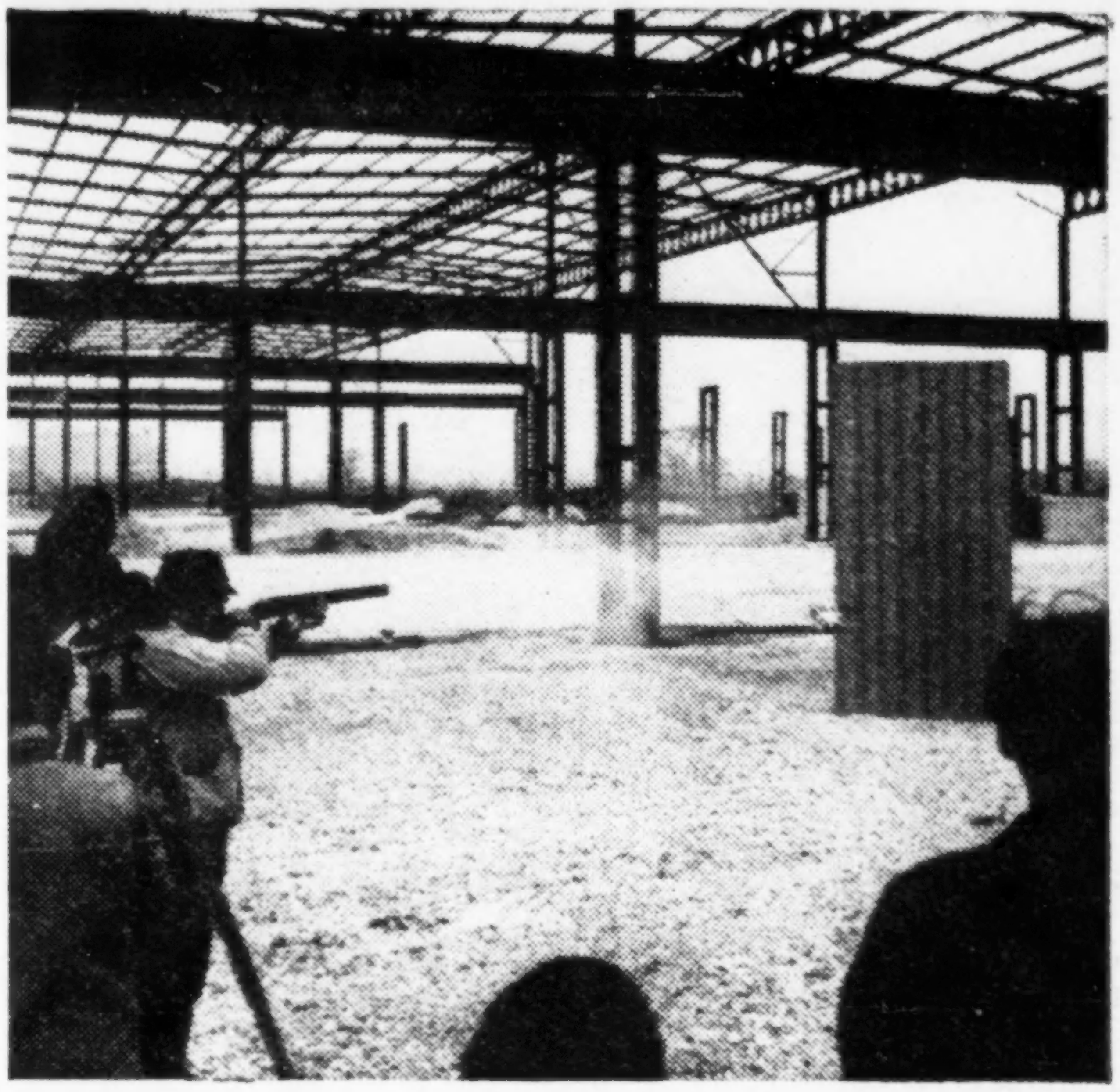
Mr. Carr has re-appointed Sir Harry Williams as chairman for a further two years and named 17 other members. These include two new employee members – Mr. S. A. R. Gray, managing director, British Steel Corporation, Strip Mills Division headquarters, Cardiff; and Mr. G. E. D. Halahan, managing director, Round Oak Steel Works Ltd., Brierley Hill, Staffordshire, and one new employee member – Mr. H. A. Feather, National Staff Officer, Iron & Steel Trades Corporation, London. One further employee member is still to be appointed.

DITB training advisers in two new regions

TWO NEW APPOINTMENTS announced by the Distributive Industry Training Board wil make on-the-spot training advisers available to employers in two more regions of the country. The board is to set up training advisory centres in 13 regions and 10 appointments have already been announced. The two new Principal Area Training Advisers are:

Northern England (Northumberland, Cumberland, Westmorland, Durham and North Yorkshire). Mr. James Trotter, was formerly general secretary of the National Co-operative Managers Association and a member of the National Executive Committee of the Co-operative Unions' Educational Department.

North West Region (Lancashire and Cheshire). Mr. Brian Kitchen, a former assistant regional director for Fine Fare Ltd., and a Fellow of the Grocers' Institute, is transferred to his new post from the DITB head office.



An industrial film is proving so successful as a sales aid in Europe that Hungarian has now been added as the eleventh foreign language in which the commentary is spoken. The film is 'Robertson Galbestos' and it is averaging 10 showings a day. It was produced, to back an export drive, for H. H. Robertson (UK) Ltd., of Ellesmere Port, who supply wall and roof claddings for all types of industrial and commercial buildings to customers throughout Europe. This still is from a sequence describing the quality of the protective finishes on the material.

The DITB has established its London office at Palladium House, Argyll Street, London, W.1 (Tel. 01-734 2114). The location of other regional offices will be announced shortly, but in the meantime, Principal Area Training Advisers can be contacted speedily via head office.

Proposed acquisition by British Sidac Ltd. of Transparent Paper Ltd.

MR. ROBERT CARR, Secretary of State for Employment and Productivity, on July 7 referred the proposed acquisition by British Sidac Ltd. of Transparent Paper Ltd. to the Monopolies Commission for investigation and report under the provisions of the Monopolices and Mergers Act, 1965. An assurance is being sought from British Sidac Ltd. that they will not take steps to acquire Transparent Paper Ltd. during the period of the investigation. The Commission will be required to make their report within four months.

The decision to make a reference to the Commission does not in any way pre-judge the question whether or not a merger is contrary to the public interest. It is for the Commission to report on this after investigaion.

Notes:

The Monopolies and Mergers Act, 1965, empowers the Monopolies Commission to investigate proposed or actual mergers following a reference by the Department of Employment and Productivity. The Commission are required to investigate and report to the Department whether the merger operates or may be expected to operate against the public interest. The powers in respect of mergers were transfered to the Department of Employment and Productivity from the Board of Trade under the Transfer of Functions (Monopolies, Mergers and Restrictive Trade Practices) Order 1969.

Section 6 of the Act enables the DEP to refer a merger which either creates or intensifies a 'monopoly' (defined as one-third of the market) or involves the taking over of a company which has gross assets valued in excess of £5 million.

The British Sidac/Transparent Paper merger has been referred under the 'monopoly' criterion of the Act.

Increased contribution of invisible earnings

THE INCREASED CONTRIBUTION made by invisible exports to Britain's economy was stressed by Mr. C. H. Kleinwort, chairman of the Committee on Invisible Exports, in its annual report published on July 10.

Mr. Kleinwort said:

'Britain's invisible exporters have again increased sharply their contribution to the export effort: last year private invisible earnings totalled about £4,000 million, a rise of about 12 per cent over the previous year, and net earnings rose to over £1,300 million. More than one pound in every three that Britain earns abroad is contributed by invisibles.

'In my statement last year I hazarded a tentative forecast that by 1971/2 the net surplus on private invisibles as a whole would have grown to between £900 million and £1,000 million. I am pleased to be shown to have been too cautious. Thanks mainly to the large underlying increase in the surplus I now expect that our net earnings should be running at close on £1,400 million by that time.

'Invisible exporters' net contribution to Britain's external payments has increased by some 50 per cent in two years.

'This has played a vital role in the turn-around in Britain's balance of payments: private invisible earnings indeed accounted for over £500 million of the total improvement of some £750 million in Britain's current payments with the rest of the world from 1967 to 1969.

'This extraordinary increase was due partly to devaluation and other special factors and it would be rash to expect anything approaching this rate of growth in future. But so long as no extra burdens are placed on the people who provide services that earn such income, I see no reason why the surplus should not be maintained.'

Mr. Kleinwort went on to say that the demand for financial and other services – and the volume of trade in 'invisible' transactions – was growing rapidly the world over (at an appreciably faster pace, incidentally, than world trade in goods). But Britain's share in this massive world market had been declining, from 14.9 per cent in 1964 to 12.7 per cent in 1967; we would have to struggle to maintain our share in future and, to do this, our invisible earners would have to be free to respond rapidly to changing circumstances.

He referred to the extension of the Queen's Award to Industry scheme to cover invisible earnings from the provision of services to non-residents and welcomed the fact that Government departments were now giving more attention to invisible exporters.

He also referred to various improvements in the clarification and presentation of the figures of the country's invisible earnings made during the past year, including the introduction of a regular quarterly series of articles on invisibles in the *Board of Trade Journal* and the inclusion of the Central Statistical Office's estimates of the current monthly rate of surplus on invisible transactions in the Board of Trade's monthly press release on United Kingdom visible trade.

He said that while these improvements were salutory, he must continue to urge that the monthly estimate of invisible earnings (accompanying the monthly visible trade figures) should give private invisible earnings (net) separated from Government transactions. He felt that the effect of this on Britain's image could only be beneficial.

Mr. Kleinwort also said that the committee had embarked on a study of the effect on invisible earnings of membership of the European Economic Community.

Weights and Measures Act 1963: Metrication

TO HELP Britain go metric certain changes are needed in the detailed provisions of the Weights and Measures Act, 1963. After consulting trade associations and other bodies who would be affected, the Board of Trade have laid two draft Orders before Parliament. Once the drafts have been approved, the Board will make the Orders.

One draft Order proposes (a) to allow use of the expressions 'tonne' or 'metric tonne' in place of 'metric ton' as a unit equal to 1,000 kilogrammes; (b) to allow use for trade of certain additional metric linear measures, metric cubic measures and metric weights; and (c) to abolish the apothecares units and weights and measures.

The other draft Order proposes to permit sand and ballast and ready-mixed cement mortar and ready-mixed concrete to be sold by volume in metric units as an alternative to sale by volume in imperial units or by weight.

The draft Orders are the Weights and Measures Act (Amendment of Schedules 1 and 3) Orders, 1970, and The Weights and Measures Act (Amendment of Schedules 5 and 7) Order, 1970. Copies can be obtained from HMSO.

National competition for innovations in industry

NEW DESIGNS, ideas and discoveries in industry have the chance of winning prizes totalling £1,500 in a national competition sponsored by the Royal Society of Arts in conjunction with the BETRO Trust and the Edgar E. Lawley Foundation.

The competition, being held for the third successive year with previous subjects covering overseas marketing and invisible exports, now has technology as its main theme. The aims of the contest are to show the value of innovation in helping the country's export trade and balance of payments. The scheme also provides the opportunity of furnishing educational and training establishments with useful and recent practical examples of British enterprise.

Two prizes of £500 and two of £250 are offered for the best case studies, including the successful use of new designs, inventions or discoveries which have either contributed significantly, or will do so in the next few years, to the export trade or balance of payments.

Entries may be submitted by any British firm or individual and details can be obtained from the Royal Society of Arts, John Adam Street, Adelphi, London, WC2N 6EZ. Closing date for entries is September 30.

Tyre firm to expand in Scotland and Lancashire

THE MICHELIN TYRE CO. LTD. is to further its expansion programme in the Uited Kingdom with future developments planned in East Scotland and in Burnley, Lancs. This announcement follows discussions with the Ministry of Technology, various local authorities and, in the case of the East Scotland project, the Scottish office.

The procedure for acquisition of industrial sites in the East of Scotland is well advanced. According to the programme, the tyre-making plant is scheduled to commence production at Dundee early in 1972 and a steel-wire-drawing plant in Aberdeen early in 1973. Both of these plants will provide some hundreds of jobs mainly for men. Further developments in the area will be dependent upon labour available and economic conditions.

At Burnley, the company is to build a wheel-making plant with production planned to commence early in 1972. It is expected that the labour force will ultimately comprise several hundred people, mainly men.

THE PATENT OFFICE

In addition to handling some **82,000** *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

New Ulster factory for dried egg products

A NEW MANUFACTURING industry which will open up an important additional outlet for local egg producers is being set up in Northern Ireland. Mr. Roy Bradford, Minister of Commerce, announced on June 23 that a newly-formed company, Wick Egg Products (NI), is going into the manufacture of dried egg products in a 12,000 sq. ft. factory to be built at Hillhall, Lisburn, Co. Antrim. And within two years of the start of production, which involves the drying of eggs by a spray process, it is expected there will be jobs for 50 people, almost 40 of them men.

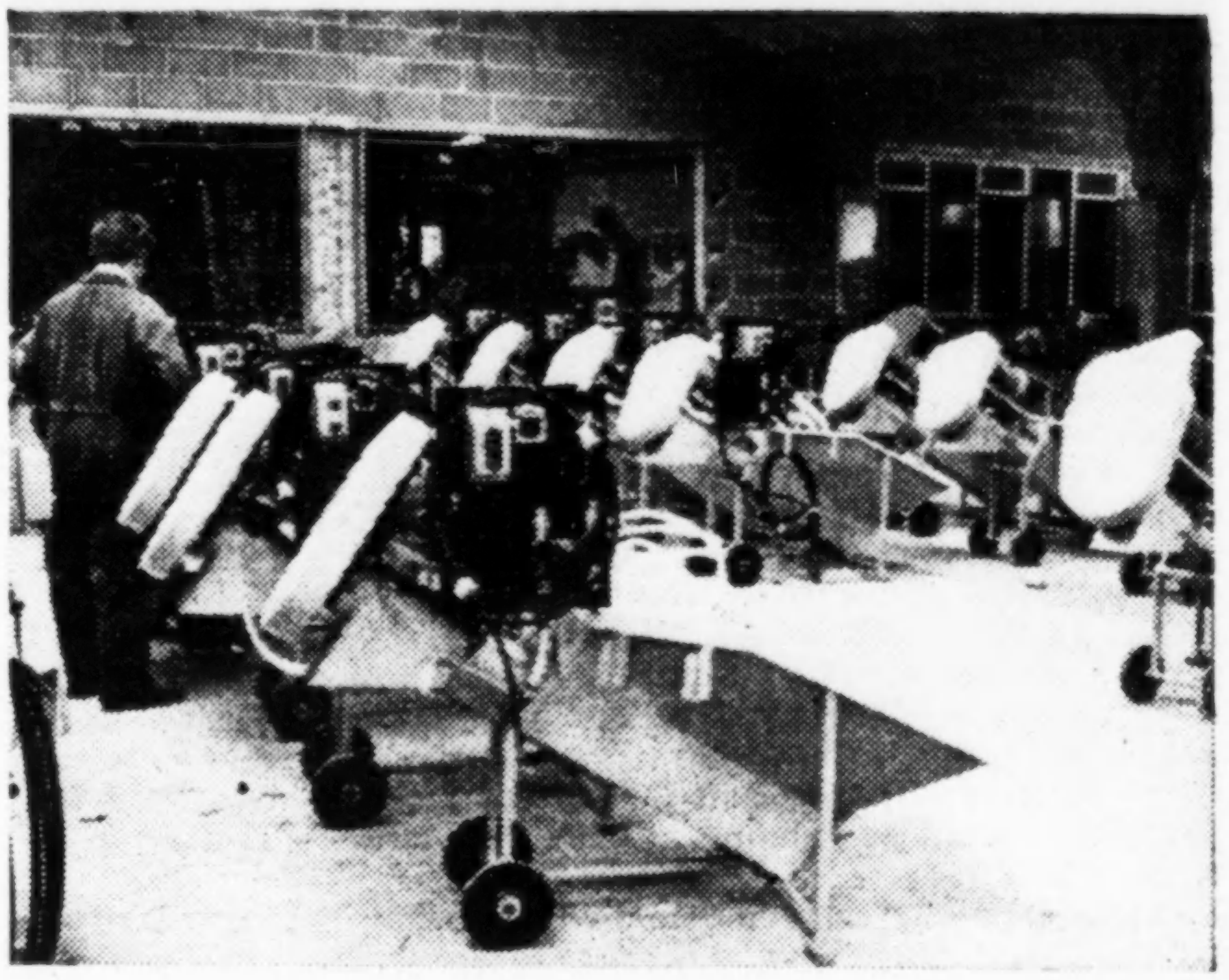
Further expansion by Courtaulds in Northern Ireland

BALLYMENA, CO. ANTRIM, designated as a centre of accelerated growth in Northern Ireland's Development Programme, is to get over 300 new jobs for men. This additional employment will be provided in a major expansion by the Braidwater Spinning Company which is to build a 105,000 sq. ft. spinning unit for processing Courtelle acrylic fibre on the flax system.

Braidwater, currently employing some 800 people, is a subsidiary of Moygashel and part of the rapidly growing and substantial Courtaulds complex in Northern Ireland which has a total payroll of over 9,000 people.

Operating on a continuous shift basis the new spinning unit, which will be the first facility within the Courtaulds Group for processing Courtelle on the flax system, is scheduled to start production early next year. Yarns produced at the new unit will be primarily for the weaving of apparel and furnishing fabrics, principally for United Kingdom markets.

Less than a month ago Courtaulds announced plans for substantial development in Northern Ireland. Through expansion by two of its other subsidiaries, Bairns-Wear and Furzebrooke, a total of almost 1,000 new jobs will be provided, at Newry, Co. Down, and Carrickfergus, Co. Antrim.



Fifty propionic acid applicators worth approximately £11,000 have been ordered by BP Oil Ltd. of Canada from E. Allman & Co. Ltd. of Birdham Road, Chichester, Sussex. The picture shows Allman factory staff putting the finishing touches to the machines.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	June 8, 1970	
867,356	Wolfgang Hensch	End-fire aerials.
926,688	Standard Telephones & Cables Ltd.	Signalling system.
951,027	Standard Telephones & Cables Ltd.	System of communication employing the pulse-code modulation method and comprising false-alarm means.
968,819	Standard Telephones & Cables Ltd.	Acrylonitrile polymers.
980,014	Standard Telephones & Cables Ltd.	Phase measuring apparatus.
1,018,714	The Rover Company Ltd.	Compression ignition internal combustion engines.
1,046,218	Standard Telephones & Cables Ltd.	Electric cable joints.
1,052,006	International Standard Electric Corp.	Selenium rectifier.
1,061,825	International Standard Electric Corp.	Methods of applying coloured bands to electrical conductors.
1,074,474	Standard Telephones & Cables Ltd.	Radio transmitter.
1,093,608	Standard Telephones & Cables Ltd.	Microphones.
1,108,130	International Standard Electric Corp.	Data store.
1,110,619	Standard Telephones & Cables Ltd.	Vacuum gauges.
1,121,718	Standard Telephones & Cables Ltd.	Microphones.
1,139,055	International Standard Electric Corp.	Magnetic logic circuit.
1,142,590	International Standard Electric Corp.	Magnetic associative semi-permanent memory system.
	June 10, 1970	
764,508	Wilfred Ernest Gale and John Raymond Gale	Surface planing machines.
962,463	Regie Nationale des Usines Renault	Unitary change speed transmission mechanisms of vehicles.
1,006,968	Kabushiki Kaisha Daikin Seisa Kusho	Automatic clutch controlling apparatus principally for automobiles.
1,035,270	Etablissements Henry Potez	Safety device for a constant level flow regulator.
1,045,134	Kabushiki Kaisha Daikin Seisa Kusho	Velocity measuring apparatus.
1,056,614	General-Erie Corp.	Apparatus for drying and handling compressed gas.
1,061,259	Aktiebolaget vacuum-Extractor	Instruments for holding open cavity openings in the human body.
1,078,720	Regie Nationale des Usines Renault	Power units with built-in transmission assemblies.
1,079,482	Paillard S.A.	Film spool.
1,109,794	Irish Sugar Co. Ltd.	Carton packages.
1,116,528	Regie Nationale des Usines Renault	Differential supercharging units for compression-ignition rotary-piston engines.
	June 18, 1970	
915,728	Establissements J. Couthon	Improvements in vibratory roller devices for use in preparing concrete surfaces.
989,945	Standard Telephones & Cables Ltd.	Improvements in data processing systems.
998,760	Standard Telephones & Cables Ltd.	Improvements in or relating to communication systems.
1,041,009	International Standard Electric Corporation.	Marker for multi-stage crosspoint arrangements in telecommunication, particularly telephone exchange systems.
1,045,104	International Standard Electric Corporation.	Improvements in or relating to seam welding of tubes.
1,107,629	International Standard Electric Corporation.	A monostable multivibrator giving a constant mark to space ratio.
1,138,244	International Standard Electric Corporation.	Semiconductive circuit arrangement.
	June 19, 1970	
906,365	Standard Telephones & Cables Ltd.	Solid electrolytic capacitors.
916,831	Antargaz Societe Anonyme de Distribution de Gaz Liquides de Petrole.	Improvements in or relating to radiant burner plates.
976,249	Standard Telephones & Cables Ltd.	Radio receiver including a monitoring circuit.
987,631	GAF Corporation	Improvements in photographic coating formulation.
1,007,180	Standard Telephones & Cables Ltd.	Doppler radio navigation equipment.
1,030,197	Standard Telephones & Cables Ltd.	Nitrose derivatives of a sulphur bridged phenolic compound.
1,039,509	Standard Telephones & Cables Ltd.	Digital amplifier.
1,054,670	Standard Telephones & Cables Ltd.	Improvements in or relating to semiconductor devices.
1,091 318	Standard Telephones & Cables Ltd.	Waveform envelope detector circuit.
1 094 831	Standard Telephones & Cables Ltd.	Semiconductor junction devices.
1,113,439	Standard Telephones & Cables Lt,.	Radio navigation system.
1,117,675	Standard Telephones & Cables Ltd.	Integrated circuit flat pack.
1,122,259	Standard Telephones & Cables Ltd.	A scanned line radiation source.
1,146,184	Standard Telephones & Cables Ltd.	Speech synthesizer.
1,146,185	Standard Telephones & Cables Ltd.	Filter.
1,146,186	Standard Telephones & Cables Ltd.	Speech synthesizer.
	June 24, 1970	
1,049,351	Ethylene-Plastique S.A.	Method of preparing dry powdered poly-1-butene.
1,049,497	Brown, Boveri & Co. Ltd.	Gas blast circuit breakers.
1,060,565	Amazonen-Werke H. Dreyer	Seed sowing apparatus.
1,062,055'	Societe Bertin & Cie.	Propulsion-jet deflection guiding device.
1,063,470	Brown, Boveri-& Co. Ltd.	Turbogenerator having directly cooled stator and rotor windings.
1,066,116	Nobel-Bozel	Derivatives of bis (hydroxy-4-phenyl) acetic acid.
1,067,815	Societe Nationale des Petroles d'Akuitaine.	Process for the degarification of liquid sulphur.
1,068,584	Nobel-Bozel	Improved covering or coating compositions.
1,070,634	Ethylene-Plastiques S.A.	Process for the production of polyolefins.
1 086 037	Pietro Laverda	Slewable discharge device for the grain container of a harvester-thresher.
	June 26, 1970	
994,809	Industra GmbH	Stacking containers.
[illegible]54,033	Societe Nationale des Petroles d'Aquitaine.	Production of styrene graft copolymers.
1,070,813	International Standard Electric Corporation.	Semi-permanent storage.
1,136,032	International Standard Electric Corporation.	Laser communication system.
1,141,380	Societe Anonyme Francaise Materiel Automatique et Technique en abrege SAFMAT.	Burner for liquid or gaseous fuel.
1,142,013	Alvan Bennett Blanch	Discharge valve for a tanker for discharging liquid manure or other slurry.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
The Patent Office. *Comptroller.*

Aviation and Shipping

Crash of Dan-Air Comet

Answering a request on July 6 to make a statement about the crash of the Comet aircraft belonging to Dan-Air Ltd., in Spain on Friday, July 3, killing 112 persons, Mr. Frederick Corfield, Minister of State, Board of Trade, said: 'It is a matter of very great regret that my first duty in this Parliament should be in connection with a matter of this nature.

'A Dan-Air Comet 4, G-APDN, on a charter flight from Manchester to Barcelona, carrying 105 passengers and seven crew, crashed into the northern slopes of the Sierra Montseny at approximately 18.00 hours on Friday. It was at a height of about 3,000 feet above sea level, approximately 35 miles north-east of Barcelona. The tops of the mountains in this area are about 5,600 feet.

'The aircraft was completely disintegrated by the impact, following which there was a fierce fire. All those on board were killed instantly. I am sure that the House will wish to join me in expressing the greatest sympathy with the relatives and friends of those who died in this disaster.

'The scene of this accident was wild and hilly. The Spanish authorities, once the wreckage had been located, lost no time in constructing tracks for a couple of miles to gain access to it. They have set up a commission to investigate the accident and a Senior Inspector from the Accidents Investigation Branch of the Board of Trade has been accredited to them. The full resources of the Accidents Investigation Branch will be made available to the Spanish commission, who are also being assisted by the operator and the manufacturer of the aircraft. The flight data recorder has been recovered. We have offered the Spanish authorities help with equipment available in this country to obtain transcripts of the recordings.'

The Queen and Mr. Michael Noble, President of the Board of Trade, issued messages of sympathy in connection with the disaster.

The following statement was issued by the Chief Inspector of Accidents at the Board of Trade on July 8:

'The Spanish Commission investigating the accident to Dan-Air Comet G-APDN near Barcelona has decided to bring the aircraft's flight data recorder to the United Kingdom for interpretation.

'The work will be carried out by Aircraft Supplies Ltd. at Bournemouth, under the supervision of a representative of the Spanish Commission and the Accident Investigation Branch of the Board of Trade.

'The Spanish Commission is making arrangements for the flight data recorder to be brought to the United Kingdom.'

The recorder arrived at Heathrow on Thursday evening, July 9, and was forwarded to Aircraft Supplies Ltd. at Bournemouth.

The following statement by the Chief Inspector of Accidents, Board of Trade, was issued on July 10:

'With the co-operation of the Spanish authorities the Midas flight recorder fitted to the Dan-Air Comet has been examined. In spite of its having been subjected to impact and intense fire, the mechanism and recordings are in good condition.

'The playback indicated that the air, speed, height and heading information it has recorded will provide a useful addition to the evidence already obtained from other sources.

'The initial read-out is being sent to Spain immediately and a Principal Inspector of Accidents from the Board of Trade will be discussing the implications of this information and the progress of the investigation with the Spanish authorities in Barcelona during the course of next week.'

Another busy year for coastguards

HM coastguard carried out 2,592 rescue operations in the year ended March 31, 1970 – an increase of 148 on the previous year. A total of 2,675 people were saved.

The figures illustrate the increase in yachting and boating around the South Coast. Of the 653 incidents in the South-East Division (which stretches from the Thames to Poole) 386 affected yachts, motorboats and small craft.

Coastguards assisted in 13 incidents in which aircraft were involved. There were 214 cliff rescues, more than half around the steep southern and south-western coasts, 122 bathers who got into trouble had to be rescued and 125 people were saved after they had been cut off by the tide.

The United States Air Force units in East Anglia co-operate closely with the coastguards and send out their helicopters in search and rescue operations. There is also a close liaison with the Republic of Ireland Maritime rescue authorities.

The report again draws attention to the fact that many casualties are caused by lack of knowledge of the sea, and by setting out in bad weather conditions in boats which should not be in the open sea at all. The importance of correct navigation is emphasized.

Public inquiry into loss of 'Lairdsfield'

The Board of Trade have ordered a public formal investigation under Section 466 of the Merchant Shipping Act, 1894, into the capsizing with the loss of her entire crew of 10 of the motor vessel 'Lairdsfield'. The casualty occurred on February 6 in the Tees Estuary.

The date and place of the commencement of the inquiry will be made known in a further announcement.

Car parking at Heathrow airport, London

Companies who regularly send staff abroad can obtain from the British Airports Authority information which has been issued to travel agents and airlines on how passengers can make the best use of car parking facilities at Heathrow. The information is given on printed slips, issued in book form, which are designed to be attached to airline tickets. A map of available car parks is included and the need is emphasized of making the right choice between long and short-term parking facilities.

Business travellers are often unaware that off-airport car parking provides an economic alternative to the multi-storey car parks adjacent to each Terminal. Cases have arisen where travellers have unknowingly left their cars for long periods in these multi-storey car parks and, on return, have been faced with high charges calculated on short-term rates, which understandably their companies have been reluctant to pay.

New HS 125 for CAFU

The Board of Trade Civil Aviation Flying Unit (CAFU) has taken delivery from Hawker Siddeley Aviation of an HS 125 3 BR series as replacement for its earlier model HS 125.

CAFU plays a vital role in promoting safety in the air by flight-checking, under operational conditions, the accuracy of ground navigation and airport approach aids used by civil aircraft.

The new aircraft will be used to commission and periodically flight-check radio and radar aids to navigation where high performance jet flying characteristics are essential.

It will also provide refresher training for Board of Trade Flight Operations and Training Inspectors who need current jet experience to maintain proficiency in their duties.

The HS 125 will occasionally fly Ministers on Government business when scheduled air services are not available, or when timings make it inconvenient to use scheduled air service.

The earlier model HS 125, which will be sold, provided excellent service to the Unit but the replacement has operational advantages, mainly in range, navigational equipment and seating. Lower maintenance costs will bring economic advantages.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

MONDAY, JULY 6

United States import quotas

Mr. Anthony Grant, Parliamentary Secretary, Board of Trade, was asked what representations had been made to the Government of the United States of America regarding the official proposal to impose quotas on imports into the United States of America so far as it affected United Kingdom trade. Mr. Grant replied that under both the previous and the present Administrations the United States Government had been left in no doubt of the concern felt in this country over the moves to restrict United States imports under conditions incompatible with the accepted international rules. He continued, 'It is our strong hope that ways will be found of dealing with any real difficulties in a manner which will not undermine the system of liberal international trading.'

Industrial development grants

Asked if he would take steps to evaluate the effectiveness of industrial development grants, Mr. Geoffrey Rippon, Minister of Technology, said that this was under review.

Industrial development certificates

'Industrial development certificates will continue to be freely available in the development and intermediate areas,' said Mr. Rippon, in answer to a question. 'Elsewhere, applications will be judged on their merits, taking account of the nature of the project and the needs and resources of the area concerned.'

TUESDAY, JULY 7

The Queen's speech – economic affairs

The debate on the Queen's Speech – economic affairs is reported in *Hansard*, cols. 502 to 624. A debate on regional planning followed the debate on the Queen's Speech.

Industrial development

Mr. Nicholas Ridley, Joint Parliamentary Secretary, Ministry of Technology, answered questions on industrial development in Scotland and in the Dover, Deal and Sandwich area.

THURSDAY, JULY 9

Conversion to metric

Ask if he would reconsider the decision to convert the British system of weights and measures to the metric system, Mr. David Price, Parliamentary Secretary, Ministry of Technology, said that the matter was being reviewed in the light of the Report of the Metrication Board published in May.

Mr. John Hellier, Dowty Rotol's sales manager (right), is seen here with Sir John Figgess, British Commissioner General, in front of the British Pavilion at Expo 70 in Tokyo. The Japanese characters on the Pavilion spell 'Great Britain'. Mr. Hellier was on a sales tour of Japan's aircraft industry.

Parliamentary Answers on aviation and shipping

Shipbuilding industry Board

A Member who asked when the Report of the Shipbuilding Industry Board for the year ended March 31, 1970 would be available, was told by Mr. Nicholas Ridley, Joint Parliamentary Secretary, Minister of Technology, 'In the autumn.' Replying to a further question about the latest total of grants and loans approved by the Board, Mr. Ridley said: '£16·97 million in grants of which £13·63 million has been paid and £15·81 million in loans of which £13·06 million has been paid. In addition the Board' have subscribed £3 million for shares in Upper Clyde Shipbuilders Ltd.

Concorde

Answering questions on the Concorde project, Mr. Geoffrey Rippon, Minister of Technology, said that Prototype 002 was expected to fly again towards the end of this month, and flight test at cruising speed would follow later in the year. Prototype 001 should resume flight test in September. About £230 million had been spent on development in the United Kingdom and £11 million on production.

Wind tunnels

A Member who asked if it was proposed to locate the new wind tunnels at Thurleigh as originally planned, was told by Mr. David Price, Joint Parliamentary Secretary, Ministry of Technology, that the intention now was to site the new low speed wind tunnel at the Royal Aircraft Establishment, Farnborough.

TUESDAY, JULY 7

Air misses

Asked how many near mid-air collisions had occurred over the United Kingdom in each of the years from 1963; and how many of these had involved civil airliners, Mr. F. V. Corfield, Minister of State, Board of Trade, replied: 'The total air misses reported involving civil aircraft and assessed as involving actual risk over the years 1963-69 are given below. The table also shows the numbers in these totals where public transport aircraft were concerned.'

	Col. A	Col. B		
	Reports	No. in Col. A	Aircraft Movements ('000)	
Year	Concerning Civil Aircraft	Concerning Public Transport Aircraft	Total Civil/ Military	Total Public Transport
1963	6	2	4,540	495
1964	11	7	4,590	522
1965	9	3	4,950	544
1966	13	9	4,830	605
1967	20	5	5,590	617
1968	9	5	5,760	612
1969	17	4	5,590	639
	85	35	35,850	4 034

Flight operations inspectorate

A question was asked on the staff target and the actual number of staff in each of the years from 1960 to 1969 for the Flight Operations Inspectorate. Mr. Corfield replied that the complement and strength of inspectors in the Flight Operations Inspectorate from 1961 (when the Inspectorate was formed) to 1969 were as follows:

	Complement	Strength
1961 December 31	17	14
1962 December 31	22	19
1963 December 31	22	20
1964 December 31	22	17
1965 December 31	22	18
1966 December 31	33	21
1967 December 31	33	31
1968 December 31	34	28
1969 December 31	34	31

Area navigation equipment

Asked what percentage of aircraft using London Airport was already fitted with area navigation equipment, Mr. Corfield replied that some British and foreign aircraft using Heathrow carried self-contained navigational equipment capable of application for an area navigation function. Others were equipped to use the Decca area navigation system, utilizing transmissions from ground stations. Owing to the number and variety of aircraft employed on the international routes concerned, operated by more than 50 airlines, it was not possible to state what percentage of them was equipped to use these various systems.

Asked when he would require all aircraft using British airports to be fitted with area navigation systems, Mr. Corfield replied: 'The United Kingdom has long advocated internationally the recognition and exploitation of facilities for area navigation. It is not practicable to compel aircraft using British airports to be fitted with equipmentf for this in advance of the necessary agreement on the systems to be used internationally.'

Answering a question on the integration of air navigation systems over the North London Airport complex, Mr. Corfield said that air navigation systems covering the north of London employed facilities recognized and used internationally, namely very high frequency radio ranges (VOR's), distance measuring equipments, and non-directional beacons. These were already integrated. Aircraft fitted with a sufficient scale of Decca equipment could also follow special routes allocated to them in controlled air space and integrated with the general pattern. Air traffic patterns were fully integrated in the controlled air space which extended down to 2,500 ft. or less in this area. Problems in the air space below this were under continuing study, and any developments proposed as a result would be discussed with the user-interests concerned.

Secondary radar equipment

Asked what percentage of aircraft using London Airport was fitted with secondary radar equipment, Mr. Corfield replied that a census carried out at London (Heathrow) Airport on November 12 and 13, 1969, indicated that 95 per cent of the aircraft using the airport were fitted with serviceable secondary radar equipment. At a further check on May 30, 1970, 98 per cent of aircraft were so fitted.

Emergency exits

A request was made to amend the regulations governing the number of required emergency exits for civil airliners registered in this country so that ventral doors and staircases would not be included in that number.

Mr. Corfield replied that the Air Registration Board were considering revision of the relevant British Civil Airworthiness Requirements governing the number of emergency exits required. Ventral doors and staircases were not regarded as emergency exits for the purpose of the requirements but, when provided, some limited credit for additional passengers was permitted.

The President of the Board of Trade was asked what were the regulations governing emergency exits from Boeing 707, 727 and 737, DC 9, DC 8, VC 10, Trident I and II, BAC 1-11, Caravelle and Comet, respectively, operated by airlines registered in this country; whether he would amend them to increase their number; and whether he would make a statement.

Mr. Corfield replied that of the aircraft mentioned, only the Boeing 707, Boeing 737, VC 10, Trident I and II, BAC 1-11 and Comet were operated on the United Kingdom register. The British Civil Airworthiness Requirements issued by the Air Registration Board related the number and type of emergency exits to the seating capacity of the aircraft; they considered there was no reason to introduce new requirements for existing aircraft.

The President of the Board of Trade was asked about the regulations governing emergency exits from Boeing 747 aircraft operated by airlines registered in this country; whether he was satisfied that the double door and double slide method of exit conformed with these specifications; and whether he would make a statement.

Mr. Corfield said: 'I am advised by the Air Registration Board who are nearing completion of their investigation of the Boeing 747 for United Kingdom certification, that they are regarding the double door and slide method of exit as a satisfactory means of complying with the intention of the British Civil Airworthiness Requirements.'

The President of the Board of Trade was asked about the regulations governing the maximum time to be taken in emergency exits from aircraft registered in this country in civil use; and whether he would make a statement.

Mr. Corfield replied that there were no regulations which specifically governed the maximum time to be taken in an emergency evacuation, but the design requirements laid down in British Civil Airworthiness Requirements – in particular for the provision of doors and emergency exits, and the provisions of the Air Navigation Order 1966 relating to escape facilities and the training of crews – were intended to ensure that passengers were afforded the maximum opportunities of egress in an emergency.

The President of the Board of Trade was asked whether he would seek powers to require civil airliners registered in this country to be fitted with illuminated emergency exit signs of a crashproof type.

Emergency equipment

Mr. Corfield replied that the fitting of emergency lighting systems was already required by the Air Navigation Order, 1966. Before approving such installations, the Air Registration Board required to be satisfied that the system would illuminate the exit signs and that the equipment was, so far as practicable, crash proof. The requirements were at present being reconsidered in the light of recent developments in systems and equipment.

The President of the Board of Trade was asked about the regulations governing the carriage of lifejackets and liferafts by civil airliners registered in this country, whether flying over land or sea; whether he would introduce legislation to increase the number of these; and whether he would make a statement.

Mr. Corfield replied that the carriage of lifejackets and liferafts was governed by the provisions of Article 10 and Schedule 5 of the Air Navigation Order, 1966, copies of which were available in the Library. Consideration was being given to some extension of the conditions in which lifejackets were required to be carried, but no legislation to increase the number of lifejackets or liferafts was contemplated.

The President of the Board of Trade was asked whether he would introduce legislation to require the carriage of lifejackets and liferafts on all civil airliners registered in this country; whether they fly over sea or not.

Mr. Corfield replied that considerations was being given to extending the existing regulations to require that lifejackets should be carried when a significant proportion of the take-off or approach path lay over water; there appeared to be no present justification for changes in the requirements as regards liferafts, but he would keep the matter under review.

The President of the Board of Trade was asked whether he would introduce legislation requiring that all cushions, pillows, etc., carried on civil airliners registered in this country would be capable of flotation.

Mr. Corfield answered: 'No. I consider that it is preferable to rely on equipment such as lifejackets and liferafts which are specially designed for the purpose.'

Civil Aviation Flying Unit

Asked what had been the staff target figure and actual staff number of the Civil Aviation Flying Unit in the years 1960 to 1969, Mr. Corfield replied that the total complement and strength of the Civil Aviation Flying Unit during the years 1960/69 were as shown in the following table – complements and strengths of flight examiners, included in the totals, shown in parentheses:

	Complement	Strength
December 31 1960	77 (20)	69 (17)
December 31 1961	81 (20)	77 (20)
December 31 1962	86 (20)	80 (19)
December 31 1963	105 (25)	98 (24)
December 31 1964	110 (25)	103 (22)
December 31 1965	120 (25)	110 (21)
December 31 1966	138 (29)	123 (20)
December 31 1967	144 (29)	137 (23)
December 31 1968	146 (29)	144 (31)
December 31 1969	158 (29)	145 (29)

Withdrawal of air operators' certificates

Mr. Corfield supplied the following information to a Member who asked how many air operators' certificates had been withdrawn from operators in each of the years 1960 to 1969.

	Suspended	Revoked
1961	1	1
1962	Nil	1
1963	1	1
1964	1	Nil
1965	5	1
1966	2	3
1967	1	2
1968	1	4
1969	1	Nil

Seating of cabin staff

Asked about the regulations governing the seating of cabin staff in civil airliners registered in this country, during take-off and landing, Mr. Corfield replied that Article 29 of the Air Navigation Order 1966 required, inter alia that the commander of the aircraft should, before it took off and before it landed, take all reasonable steps to ensure that cabin staff required to be carried were properly secured in seats which should be in a passenger compartment and which should be so situated that they could readily assist passengers.

Mediator project

In reply to a question on the Linesman/Mediator system of air traffic control, Mr. Corfield said that the Mediator project had been planned to meet the en route control requirements of air traffic over the United Kingdom for many years to come. Because of the time such projects took to conceive, design and implement, it could not be guaranteed that the eventual equipment would be the latest available at the time of its introduction, particularly in such a technically advanced area.

Asked when the Linesman/Mediator air traffic control system would be first operable; what phase Linesman/Mediator had reached; what was the difficulty resulting in the return to phase three-quarters; and what Linesman/Mediator would do when it became operable, Mr. Corfield replied: 'Development of the air traffic control system under the Mediator project will be implemented in stages. The first stage, in which control of traffic in the airways in southern England will be integrated and concentrated in the new London Air Traffic Control Centre at West Drayton, is currently planned for implementation in the spring of 1971. Improved radar and display facilities will be introduced at the same time. The Mediator project, when completed, will be an integrated civil and military system of control of all air traffic flying en route over this country. It will consist on the one hand of a network of radars to track and identify aircraft, and on the other hand of systems of computers processing the information on aircraft movements and intentions which the control task requires. Linesman is a related air defence project.'

Hi-jacking and acts of terrorism

The President of the Board of Trade was asked what representations about hi-jacking and acts of air terrorism had been received this year from the British Airline Pilots Association and the International Federation of Airline Pilots Association; and what replies had been sent.

Mr. Corfield replied that there had been an exchange of letters and a discussion between the British Airline Pilots Association and the Board of Trade on various aspects of airport security.

The President of the Board of Trade was asked what representations had been received this year from British European Airways and the British Overseas Airways Corporation about hi-jacking and other acts of air terrorism; and what replies had been sent.

Mr. Corfield answered: 'None, but the Board of Trade has been in close consultation with both Corporations on all aspects of these matters.'

Transfer of functions

The President of the Board of Trade was asked if he would reconsider the decision to transfer the functions of the West Midlands Advisory Committee for Civil Aviation to economic planning councils.

Mr. Corfield answered: 'I am naturally considering all the proposals in respect of civil aviation contained in the White Paper (Cmnd. 4213) issued by the previous Government, but a decision has not yet been reached on this particular proposal.'

Runway categories

The President of the Board of Trade was asked if he would list the runway categories of

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

the major airports in this country.

Mr. Corfield replied that Runway 10R at London Heathrow and Runway 28 at Liverpool had Category II landing facilities. In addition, ILS equipment, which meets the Category II performance standard, was installed as follows: Heathrow 28L; Heathrow 10L; Birmingham 33; Manchester 24; Gatwick 27; and Prestwick 31.

Choice of meals

Asked what representations the President of the Board of Trade had received about infringement of the Trade Descriptions Act by Trans World Airlines in advertising a choice of meals for their passengers, when this was forbidden by International Air Transport Association regulations; and what replies he had sent, Mr. Corfield replied that there had been one such complaint which referred to an advertisement offering a choice of main courses the provision of which in no way contravened IATA regulations. The writer was referred to his local weights and measures authority, which was under a duty to enforce this Act.

Flights to the Far East

The President of the Board of Trade was asked what proposals he had received from British European Airways with a view to starting either scheduled or charter flights to the Far East.

Mr. Corfield replied: 'None.'

Emergency instructions

Asked whether the President of the Board of Trade would require a standard set of emergency instructions for British-registered aircraft, Mr. Corfield answered: 'No. Emergency instructions for the various types of aircraft are among the matters inspected by my Flight Operations Inspectorate and so are kept under review, but I have no evidence that greater standardization would be helpful.'

Number of pilots and co-pilots

Mr. Corfield, answering a question about the regulations governing the number of pilots and co-pilots in civil aircraft registered in this country, replied that Article 15 of the Air Navigation Order, 1966, provided that the flight crew should be adequate in number and description to ensure the safety of the aircraft and of at least the number and description specified in the Certificate of Airworthiness. In addition, any aircraft of maximum total weight authorized of 12,500 lb. or more flying for the purpose of public transport was required to carry not less than two pilots as members of the flight crew. The Board could also direct that additional flight crew members be carried when it appeared expedient to do so in the interests of safety.

Responsibility for investigations

The President of the Board of Trade was asked whether he would propose that the International Civil Aviation Organization should in future be responsible for the investigation of all air crashes and incidents, that it should be given legal immunity for its investigation and its findings, and that it should state in detail the causes of such accidents and incidents.

The President answered: 'No. I consider that the United Kingdom accident investigation regulations in force and the reports submitted to me in accordance with them ensure that the investigations are not separated from Ministerial authority. The present procedures fall in with the requirements and spirit of Annex 13 to the Convention on International Civil Aviation so that executive responsibility for an investigation falls to the most appropriate national administration.'

Use of JP4 fuel

Asked whether the President of the Board of Trade would introduce legislation requiring all jet aircraft using British airports, whether they were registered in this country or abroad, not to use JP4 fuel, Mr. Corfield replied that British operators did not use JP4 fuel, save in exceptional circumstances. He did not think there would be any justification in introducing legislation to prevent the very limited use of this fuel by foreign operators using airports in this country.

Minimum requirements

Mr. Corfield was asked what progress had been made by the Air Registration Board towards publishing a detailed code of practices establishing minimum requirements for staff and facilities, including hangarage in an operator's organization. He answered: 'I am advised by the Air Registration Board that a draft code of practices has been prepared and has been circulated to interested parties for comment. It is expected that on the receipt of comments the code will be published later this year for implementation in 1971.'

A Member asked whether the President of the Board of Trade would seek powers to instruct British registered and operated airlines to simplify their emergency landing instructions to passengers. Mr. Corfield replied: "No; adequate powers already exist under Article 22(3) of the Air Navigation Order 1966.'

Publication of air traffic report

Asked whether the President of the Board of Trade would publish his Department's Report on the North London Airport complex, Mr. Corfield replied that the report of the study panel set up to examine the air traffic problems in the London Terminal Control Area north of London was an internal one. It would be a departure from sound administrative practice to make it public. In accordance with normal procedure, its first proposals for developing the air traffic control system in the area had been discussed with the user interests concerned and also by the Civil Aviation Control Advisory Committee where these interests were represented. They had already been implemented in part with the establishment last April of the Luton Special Rules Area and Special Rules Zone.

Asked how many air-miss incidents had occurred over the navigation beacon near Epsom in the years 1963 to 1970, Mr. Corfield answered that in the years 1963 to date 12 reports were received of air misses occurring in the airspace within a five-mile radius of the Epsom beacon. The air navigation beacon known as 'Epsom' beacon was moved from Epsom to Stoke d'Abernon in 1968 but the call sign was left unchanged for the greater convenience of international operators.

Light aircraft navigational equipment

Asked whether the President of the Board of Trade would make amendments in light aircraft navigational equipment requirements; and whether he would make a statement, Mr. Corfield asnwered: 'The requirements which the Department is currently considering for the carriage of navigational equipment will not be directed towards light aircraft as such but will apply to any aircraft desiring to operate in specified parts of the United Kingdom air space. An announcement will be made as soon as consultations with users have reached the stage when final decisions can be taken about dates for implementation.'

Radio altimeters

A suggestion was made that legislation should be introduced requiring the fitting of radio altimeters as well as barometric ones in civil airliners registered in this country. Mr. Corfield replied: 'I am advised by the Air Registration Board that they are unlikely to approve the installation of any automatic landing system in United Kingdom registered aircraft which does not include a radio altimeter, and I see no reason for any more general requirement to be made through legislation.'

Clear air turbulence detectors

Asked whether the President of the Board of Trade would introduce legislation requiring the fitting of clear air turbulence detectors to civil aircraft registered in this country, Mr. Corfield replied: 'Such equipment is not yet sufficiently developed to permit the introduction of legislation requiring its installation in British civil aircraft.'

Collision avoidance systems

Asked whether the President of the Board of Trade would introduce legislation requiring the fitting of collision avoidance systems in civil airliners registered in this country, Mr. Corfield replied that such legislation could not be considered before a system generally suitable for airline operational use had been developed.

Rearward-facing seats

Asked whether the President of the Board of Trade would propose to the International Civil Aviation Organization that it should require the fitting of rearward-facing seats in civil airliners, Mr. Corfield answered: 'No. Member states of the International Civil Aviation Organization have not supported such a proposal in the past and, in the absence of new evidence, there seems no reason to believe that they would do so now. The Board of Trade will, however, continue to keep this matter under review.'

THURSDAY, JULY 9

Birmingham Airport

Mr. Corfield was asked whether he was now prepared to authorize moneys to be spent on the development of Birmingham Airport, which was seeking expansion, in view of the new exhibition hall that was to be built near the city and of the growing requirements of the city's air transportation. Mr. Corfield answered that Birmingham Corporation had not as yet submitted any firm proposals to the Board for the further development of their airport. Before doing so he understood that the Corporation intended to commission a cost/benefit and feasibility study of possible developments.

Roskill Commission

The President of the Board of Trade was asked if he would consider revising the terms of reference of the Roskill Commission to take into account technical developments that had come to light during the hearing and to enable further examination to be made of the broad range of problems that were not disclosed in evidence about the location of a modern city airport because of the restricted terms of reference of this Commission.

Mr. Corfield replied: 'No. I have no reason to believe that the Commission find their existing terms of reference inadequate for the task they have been asked to undertake.'

Asked to state the total amount of public moneys spent to date or committed on the Roskill Inquiry; and when the Commission was expected to report, Mr. Corfield replied that expenditure from Government funds was about £710,000 at March 31, 1970, and was estimated to reach £1.2 million in total. The Commission was expected to report towards the end of 1970.

New Books

Winning the Markets of the 1970s: Changes Ahead in World Business Conditions and the Successful International Corporation. (76 pages. Business International Corporation, 757 Third Avenue, New York, NY 10017. $60). The world is fast becoming a single market in which alert and flexible companies can and do expand wherever local conditions provide profitable opportunities. This market will grow by over one thousand million dollars in the 1970s, even without price increases. New markets will be won by those companies which adapt rapidly to rising challenges of social demands, and which liberate themselves from parochial nationalistic attitudes. These are some of the conclusions reached at recent Business International Roundtables. The report of these Roundtables is set out in this publication. The report is divided into seven chapters. The first four chapters analyse and forecast the market growth and political and social development in North America, Europe, Latin America and Asia, indicating the varying market expansion in these areas. Checklists provide suggested techniques and strategies for overcoming the pitfalls in the way of rapidly rising sales. The fifth chapter forecasts the development of new patterns in the world monetary, trading and foreign aid systems; while the sixth analyses the corporate financial problems of the '70s and suggests ways of solving them. The last chapter covers the tasks before the developing international corporations, and calls for drastic changes in corporate policies and methods of operation as well as for internationalist attitudes and the need for executives at all levels to overcome their national prejudices in order to survive tomorrow's competitive battles. For the international businessman, this book is a useful guideline to business attitudes in the 1970s.

Reports have just been published by the Leicester and County Chamber of Commerce on the findings of two recent trade missions it has organized – to the United States and Scandinavia – earlier this year. The reports, **Mission to the United States of America (New York, Chicago, Los Angeles).** (12 pages. Leicester and County Chamber of Commerce, 4 Horsefair Street, Leicester LE1 6EA. 10s. (50p.)) and **Mission to Scandinavia (Finland, Sweden, Norway).** (16 pages. 5s. (25p.)) set out briefly the results of the investigations conducted by individual members of the delegations into the market for their particular products.

When the British Productivity Council was set up in 1952, under the sponsorship of the main employer organizations and the TUC, its aims were defined as 'to stimulate a wider appreciation of the need for productivity and of the methods that lead to it'. The Council believed that these aims could best be carried out through the practical involvement of managers and trade unionists throughout the country, and a new form of joint body – the local productivity association – was set up over a period in the main centres. These LPAs concentrated largely on spreading knowledge, by conferences and discussions, of the ways in which successful firms in their areas had raised productivity, and the benefits that had been achieved by all concerned. The BPC head office supported this work by a programme of publications and films, and by providing speakers and lecturers. Much has happened, both inside and outside the organization, since 1952 and the Council decided that the time had come for a comprehensive review of its aims and spheres of work; the media it uses; its local, regional and national organization, and their supporting staff; and its financial policy. The results are presented in **Review of Aims, Activities and Organization.** (28 pages. Available free from the British Productivity Council, Vintry House, Queen Street Place, London EC4), which outlines the existing organization and activities and describes the changes that are proposed for the future. The main change will be to concentrate resources by the link-up of local productivity associations, and the greater co-ordination of regional activities in fewer but larger regions. Local associations will have strong representation on the reconstituted Council, and there will be a greater emphasis on the joint management-trade union aspect of BPC work. Considerable economies will also be effected by making BPC seminars, films, work study units and publications self supporting, and by reorganization at the head office and regional centres.

Too little is known about wholesaling; and to help fill this gap in knowledge the Wholesale Sub-Committee of the Economic Development Committee for the Distributive Trades commissioned a study of wholesale warehousing and the use of labour, the results of which have now been published in **A Look at Wholesaling.** (37 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1). The working party set up to carry out the study visited a number of wholesale organizations (including both wholesalers in various fields and the central warehouses of some multiple retailers), and much of the report is devoted to describing the operations of 12 of these. It is pointed out that wholesalers in different sectors face similar problems, yet wholesalers in trades such as clothing and hardware are only just beginning to benefit from the experience of the grocery trade over the last decade. Wholesalers in all trades face squeezed margins and large numbers of small, unprofitable orders, and they often operate from old unsuitable buildings, making it difficult to use modern mechanical handling equipment. The study group found that the structure of the trade is unsatisfactory, many firms being too small to tackle the problems they face. It refers to the low level of pay; the possibilities of introducing productivity incentives; the use of shift-working; the advantages of voluntary group trading; the need for more staff training; the problems of small orders; the benefits from investment; the use of computers and operational research. As a follow up to this study, the EDC's Wholesale Sub-Committee has commissioned two projects from consultants. One is the production of a guide to the collection and use of management information; the other is a study of the best methods of labour utilization in wholesaling.

Manpower Policy in the United Kingdom. Organization for Economic Co-operation and Development. (230 pages. Available from HMSO at £1 6s. (£1.30); by post £1 7s. 2d. (£1.36) SBN 11 920290 5). The purpose of the series of *OECD Reviews of Manpower and Social Policies*, in which this study is published, is to examine certain aspects of these policies with a view to stimulating action within the countries under examination or to enable other countries to benefit from their experience. The volume comprises the background report prepared by officials of the Department of Employment and Productivity and the former Department of Economic Affairs, the report of the Examiners appointed by OECD, and the summary and conclusions of the OECD's Manpower and Social Affairs Committee. The purpose of the background report is to provide a factual survey of the situation in the labour market and a statement of policies. It includes chapters on the efficient use of manpower, labour mobility, youth employment and industrial training, regional economic planning and the distribution of industry, and manpower statistics and intelligence. The Examiners' report concentrates on four main topics: industrial relations and the policy for prices, incomes and productivity; tools for the better deployment of manpower; vocational training; regional development. There is also a special note on Northern Ireland. The descriptive material in this study relates to the situation as it was in July 1969. Of particular interest to British readers are the comments by the Examiners and the conclusions of the Manpower and Social Affairs Committee, providing as they do an external view of domestic policies.

The Office; a Facet of Urban Growth, by Peter Cowan, Daniel Fine, John Ireland, Clive Jordan, Dilys Mercer, and Angela Sears. (280 pages. Heinemann Educational Books. £3 3s. (£3.15) SBN 435 82220 9). The expansion of office building is a major factor in the growth of modern cities. Yet until recently there has been little study in depth of the functions of offices and the criteria for their location. The authors, who are members of the Joint Unit for Planning Research, University College, London and London School of Economics, have carried out such a study of London – a metropolis which is particularly suited to the purpose. On the one hand they carried out a statistical survey which enabled them to make a mathematical model of office growth in London. On the other hand, they made case-studies of the office problems of particular firms. Their conclusions and the pointers they give towards future research are applicable to many modern urban situations. The book is aimed at students of planning, planning officers, architects, geographers, and all those concerned with the location of offices and urban development.

Other Publications

CANNING HANDBOOK ON ELECTROPLATING. 21st edition. 885 pages. W. Canning & Co. Ltd., Birmingham. Distributed by E. & F. N. Spon, £3. SBN 419 10630 8.

CASE STUDIES IN INTERNATIONAL MARKETING, by Arnold K. Weinstein and Kenneth H. F. Fargher. (Case researches sponsored by the Australian Institute of Export, dealing with Australian firms.) 210 pages. Edward Arnold (Publishers) Ltd. £2 10s. (£2.50) SBN 7131 3226 4.

FIVE BASIC STEPS IN PLANNED RETAIL SELLING, by J. E. Lee. 126 pages. Pergamon Press. 18s. (90p.) SBN 08 015785 8.

GENERAL PRINCIPLES OF INSURANCE LAW, by E. R. Hardy Ivamy. 2nd edition. *Butterworths Insurance Library*. 596 pages. Butterworths. £5 15s. (£5.75) SBN 406 25273 4.

1970 BUYERS GUIDE TO COMMERCIAL VEHICLE BODYBUILDERS AND SEMI-TRAILER MANUFACTURERS. 178 pages. Published by Kelly's Directories Ltd., Neville House, Eden Street, Kingston-upon-Thames, Surrey, in co-operation with Ford Motor Company Ltd. £2 15s. (£2.75) SBN 610 001647.

PORT DUES, CHARGES AND ACCOMMODATION: THE SHIPOWNERS', AGENTS' & CHARTERERS' GUIDE TO PORTS AND TERMINALS. 1970-71. 13th edition, edited by Captain F. S. Campbell. 776 pages. George Philip & Son Ltd. £6 15s. (£6.75) SBN 540 00216 X.

Correction to the New Books Page, June 10, 1970

The publication **Hospital and Surgical Supplies** is distributed free of charge to personnel at home and abroad involved in buying hospital equipment and supplies, and to personnel who either are on the mailing list for **Hospital and Surgical Supplies** obtainable from Business Dictionaries Ltd., Sell's House, 39 East Street, Epsom, Surrey, or who have applied and been placed on the mailing list. Otherwise the publication costs £1 10s. (£1.50).

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

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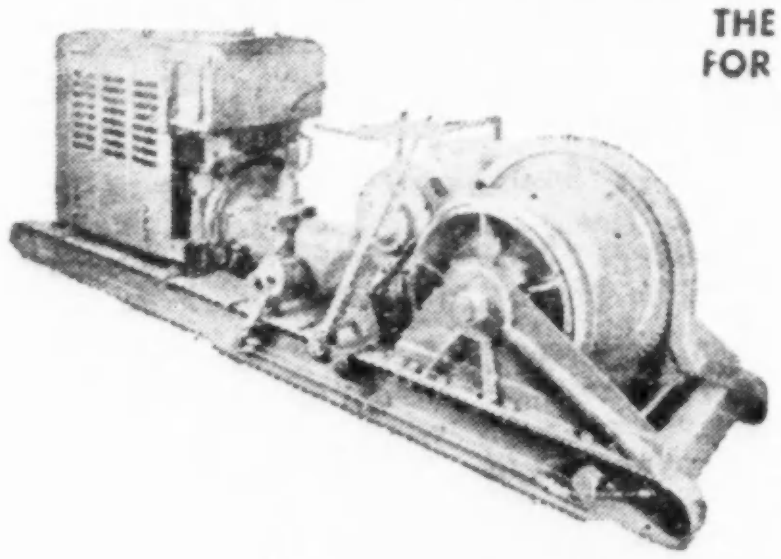
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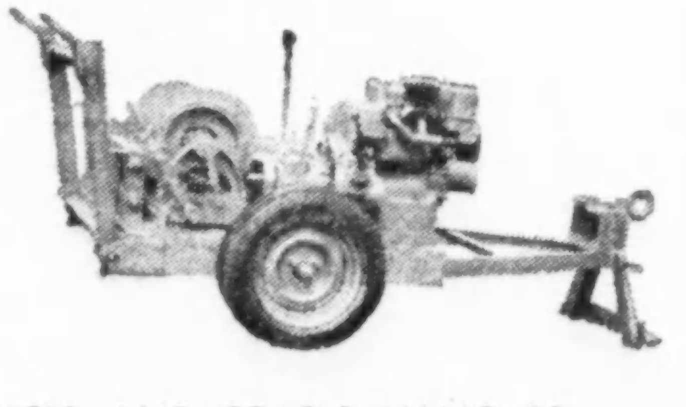
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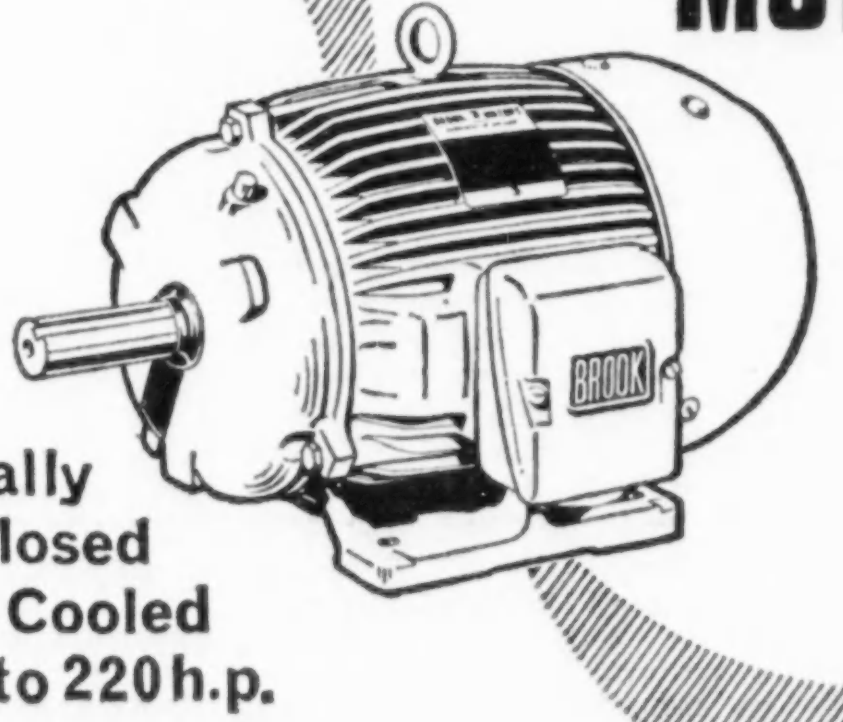

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Government surplus sales

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
July 22	Vehicles, miscellaneous stores	Queens Hall, Northern Ireland Memorial Buildings, 9-13 Waring Street, Belfast 1	Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast 1. (Tel. 0232 20233.)

Mini Minors and Mini Buses; Hillman Huskys; Ford Zephyrs; Standard Ensign; Vauxhall Victors; Land Rovers; Morris J2 coaches; Bedford Utilecons and 7-ton cargo trucks; ambulances; Austin 1-ton cargo vans; Ford Thames 5-ton cranes; Sankey and Brockhouse ½-ton trailers; motor cycles; water tanks; hard wood boxes; millboard sheets; metal rack assemblies; large quantities clothing; textiles; furniture; kitchen equipment and other general stores.

July 28-30	Plant and machinery, miscellaneous stores	The Lido Hall, Worthy Lane, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211.)

Bedford fire tenders, with Sigmund pumps; Coventry Climax featherweight pumps; Ruston Bucyrus conversion sets; motor generators; Dennis fire pump trailers; fork lift trucks; motorized rollers; cast iron 20-gallon solid fuel boilers; machine tools; wood and steel packing cases; jerricans; steel boxes; clocks and watches; binoculars; avometers; batteries; trailer-mounted compressors; generators; earthmoving equipment; engineering tools; various wireless valves; MT spares; tyres; jacks; medical supplies; steel tanks; testing machines; water turbine and water testing equipment; wireless spares; kitchenware; blue and khaki greatcoats; blouses; trousers; raincoats; jerseys; blankets; sheets; boots; sleeping bags; carpets; tentage; desks; tables; chairs; beds; wardrobes and other furniture.

Aug. 5	Miscellaneous stores	Auctioneers' Premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292.)

Bedford fire tenders with Sigmund pumps; Coventry Climax featherweight pumps; portable compressors; fire fighting equipment; electric hoists; extending ladders, miscellaneous hand tools and tool kits; scrap batteries; electronic valves; pre-heated steel tubes; ankle boots; battledress blouses and trousers; groundsheets; kitbags; carpets; greatcoats; chairs; tables; settees; sideboards, etc.; miscellaneous kitchenware; large quantities of miscellaneous general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only).

SALES BY TENDER

MACHINE TOOLS

Single spindle automatics; borer; broach; gear shaper; pedestal, bench, pillar and radial drills; centreless, internal, surface, universal and tool and cutter grinders; capstan, turret and centre lathes; horizontal, vertical and profile millers; presses; sawing, shaping, slotting, keyseating, rifling machines, etc. Located at Enfield, Middlesex and at Branston, Stoke-on-Trent. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a iv (A)), First Avenue House, High Holborn, London, WC1 6HE. Tenders must be returned by 10 a.m. on the following dates: Enfield, July 29, 1970; Branston, August 11, 1970.

BOARD OF TRADE

SHIP FOR SALE

Offers are invited for the purchase of the under-mentioned waterboat 'as lying' at Great Harbour, Greenock.

'SPA' Steel, built 1942. GRT 718. NRT 250. Length (BP) 163 ft. 5 in. Breadth (mld.) 30 ft. Depth (mld) 14 ft. 3 in. (approx.). Light Displacement 639 tons. Engine: Plenty & Son Ltd., single screw, steam, coal-fired, triple expansion, surface condensing. IHP 675.

Copies of forms of purchase agreement, further particulars, plans and authority to inspect can be obtained from the Board of Trade, Room 42, Parliament Square House, 34/36 Parliament Street, London, S.W.1. Tel. 01-799 5655, Ext. 26.

Offers should be addressed to the Board of Trade, Room 43, at the above address in envelopes clearly marked "Offer to purchase 'SPA'" and must be received not later than **noon** on August 19, 1970.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

MINISTRY OF PUBLIC BUILDING AND WORKS

1970	Description of Goods	Location	Auctioneers
July 22	Office furnishings, executives' and typists' desks, metal filing and stationery cabinets, all types of office chairs, etc.	Ministry of Public Building and Works, Supplies Division Stores, Station Road, Steeton, Nr. Keighley	Brearley, Son and Binns, 15 Lister Lane, Halifax. Tel. 60686/7

Catalogues: Price 1s. View days: Monday and Tuesday previous to sale.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Board of Trade (at either the Regional Office covering their area or Hillgate House, 35 Old Bailey, London, E.C.4). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

Statistics

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,826	1963	1963 21,757	1963 20,125	1963 20,125	1966 11,372	1963 4,916	1963 1,055	1963 1,020	1963 944	1963 1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	50
1966	110	113	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	114	127	126	110	101	132	124	120	138	142	169	-39	10	11
1968	115	120	135	135	112	104	139	128	141	144	142	155	-47	81	95
1969	117	123	142	142	112	103	135	135	144	131	131	305	211	22	37
1968															
1st quarter	115	118	133	134	114	105	138	120	135	146	147	-72	-100	8	49
2nd quarter	113	119	133	131	109	102	136	120	133	147	143	58	24	23	1
3rd quarter	115	120	135	135	112	103	138	128	140	144	138	38	7	12	5
4th quarter	118	122	138	138	113	104	145	144	155	141	141	131	23	39	40
1969															
1st quarter	114	122	140	138	111	102	131	121	135	136	133	95	103	-14	13
2nd quarter	116	123	140	141	113	104	133	135	142	129	129	53	32	- 6	- 3
3rd quarter	117	123	142	143	113	103	137	142	151	132	130	—	-24	- 9	- 1
4th quarter	120	124	146	146	114	103	136	142	148	126	134	157	100	7	28
1970															
1st quarter	117	124	149	148	114	103	131	141	138			- 2	58	-15	-41
1969															
December		124				103									
1970															
January		123				103									
February		124				104									
March		126				103									
April		125 p				103									
May						105									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	362	221	24,566	114	105	-393
1965	123	121	112·0	*4·8*	106·8	104·6	157·9	308	265	24,785	115	113	- 81
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	323	255	24,834	119	122	40
1967	108	114	119·4	*2·5*	108·4	108·2	175·3	512	174	24,475	129	121	-322
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	541	188	24,319	159	150	-297
1969	117	124	131·8	*5·4*	125·0	115·9	197·4	535	200		167	169	415
1968													
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	541	185	24,321	158	142	-107
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	547	189	24,276	161	154	- 10
4th quarter	108	129	127·2	*5·6*	120·4	113·1	191·0	532	202	24,316	160	159	- 68
1969													
1st quarter	111	134	129·7	*6·2*	122·3	114·1	196·7	532	198	24,317	163	159	23
2nd quarter	119	131	131·8	*5·4*	124·2	115·1	195·6	519	202	24,277	169	167	74
3rd quarter	116	131	132·0	*5·0*	126·1	116·5	197·8	547	200	24,205	168	173	147
4th quarter	117	124	133·7	*5·1*	127·3	118·0	201·6	544	199		169	177	171
1970													
1st quarter	123 p	125 p	136·2	*5·0*	130·1	120·4	208·8	561	192		172	180	144
2nd quarter								563	187				
1970													
January	121 p	127 p	135·5	*5·0*	129·4	119·5	206·1	558	195		167	182	
February	120 p	126 p	136·2	*4·9*	130·0	120·5	209·4	557	192		172	174	
March	123 p	125 p	137·0	*5·1*	130·8	121·6	210·9	567	188		176	185	
April	123 p	123 p	139·1	*5·6*	130·4 p	122·4 p	211·5	567	188		181	187	
May			139·5	*6·1*	129·0 p	122·7 p	212·5	560	187		177	174	
June								561	187				

† Not seasonally adjusted. ‡ Including re-exports

UNITED KINGDOM TRADE

Unit value and volume index numbers for May

The import unit value index rose slightly in May and a sharper rise in the export unit value index increased the index by a point. The terms of trade index remained unchanged.

The import unit value index has been rising slowly in the first months of this year, although the index for fuels, which fell sharply during 1969, has remained fairly steady. The unit values in the different broad groups rose a little in May but not enough to change the rounded indices. Prices of imports of non-ferrous metals fell but these were counterbalanced by rises in the prices of imports of iron and steel and manufactured goods. The unit value indices of fruit and dairy products rose but those of fish and sugar fell.

The export unit value index rose by a point for the fourth successive month; the average for March to May was 2 per cent above the previous three months. The unit value indices of non-manufactures

(Continued on next page)

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	108	106	101	107	107	107	105	99
1965	107	113	102	90	109	109	105	109	104	109	113	110	108	102
1966	109	114	103	84	114	113	107	114	106	111	120	114	113	104
1967	109	113	99	92	116	114	102	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	108	126	113	115	131	128	128	102
1969	126	124	115	100	142	127	114	130	116	122	139	131	131	101
1967 1st quarter	108	115	100	82	116	114	104	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	103	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	102	118	108	111	123	120	117	103
1968 1st quarter	120	120	104	108	134	121	108	123	111	113	130	124	126	101
2nd quarter	121	120	108	108	135	123	109	126	113	115	134	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	133	132	129	103
4th quarter	123	122	110	106	137	126	109	129	116	117	132	132	130	103
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130	103
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	132	131	102
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131	101
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132	100
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134	100
1969 January	124	123	111	105	138	127	114	130	117	120	134	133	130	103
February	123	123	112	104	137	128	115	130	117	119	135	133	130	104
March	124	122	113	103	138	128	114	131	117	120	136	133	131	103
April	125	124	114	103	139	127	115	130	117	121	135	133	130	102
May	126	124	116	101	141	128	115	130	118	122	136	132	131	102
June	126	124	115	101	142	128	115	130	118	122	137	132	131	102
July	126	125	116	100	143	128	116	131	117	122	139	132	131	102
August	126	124	115	100	143	128	115	131	118	122	139	132	131	102
September	128	126	117	100	146	128	115	131	118	122	141	132	130	100
October	129	128	116	99	147	129	114	132	118	122	143	133	131	100
November	130	128	117	98	149	129	114	132	118	122	144	134	133	100
December	130	128	117	97	150	130	115	133	117	124	146	133	132	100
1970 January	130	128	118	96	151	130	116	133	118	124	147	133	133	100
February	131	129	120	96	151	131	116	134	119	125	152	134	133	100
March	131	130	120	95	151	132	117	135	120	124	153	135	135	101
April	132	131	121	95	152	133	117	136	123	125	155	136	135	101
May	132	131	121	95	152	134	116	137	123	126	154	137	137	101

† Export Unit Value Index as a percentage of the Import Unit Value Index.

UNIT VALUE AND VOLUME INDEX NUMBERS—*continued*

and metals fell back a point in May but these were outweighed by rises in the indices for some of the other manufacturing groups. In particular the unit value index for exports of machinery and transport equipment rose by 1 per cent in May to reach a level 3 per cent higher than at the beginning of the year and during 1969.

Trends in United Kingdom trade were discussed in the article on trade in May published in the *Board of Trade Journal* of June 17, 1970.

Notes:

The volume index numbers do not include any allowance for the special influences affecting recording (see *Board of Trade Journal* of September 10, 1969).

This series of index numbers based on 1961 = 100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

INDEX OF REGULAR STATISTICS

When did the* Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	107	101	107	100	101	100	102
1963	107	102	101	119	112	108	114	107	113	102	100	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	120	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	168	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	186	123	126	148	187
1967 1st quarter	134	106	98	180	167	127	122	128	155	102	113	126	143
2nd quarter	135	107	101	162	176	127	123	128	163	99	118	125	136
3rd quarter	126	100	104	150	156	112	112	112	140	88	103	103	139
4th quarter	136	106	105	178	170	108	117	107	133	90	96	100	126
1968 1st quarter	149	116	109	171	198	134	128	136	167	107	118	133	152
2nd quarter	144	104	112	186	189	133	125	134	174	107	121	131	147
3rd quarter	143	102	114	175	191	132	139	131	164	109	114	120	166
4th quarter	147	110	111	180	196	142	152	140	169	120	123	134	168
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	173
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
1969 January	159	114	123	211	206	139	126	141	165	116	117	134	176
February	139	95	100	189	189	129	117	131	164	107	105	124	163
March	148	110	105	194	201	139	123	143	168	114	118	137	182
April	152	113	107	188	209	142	136	145	182	114	118	136	186
May	155	102	108	192	227	156	148	159	195	133	135	164	153
June	149	106	108	179	209	158	140	162	189	125	123	162	198
July	159	108	115	191	227	157	133	161	193	122	128	160	194
August	139	88	113	170	196	146	128	151	180	119	122	142	200
September	137	99	99	166	188	147	140	149	189	120	125	136	195
October	160	108	117	213	222	153	160	152	202	132	137	144	168
November	140	101	99	178	191	168	155	170	195	140	147	162	215
December	149	106	111	199	202	160	148	162	191	134	136	155	200
1970 January	156	110	116	215	205	152	144	153	190	131	128	147	183
February	144	96	99	190	204	148	138	148	181	124	125	142	177
March	151	107	100	188	216	164	140	169	210	142	135	163	206
April	168	110	114	214	244	163	149	165	212	141	145	164	171
May	155	96	104	200	230	157	137	161	205	132	144	152	186

(*Continued on next page*)

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1967 1st quarter	132	132	105	97	172	165	164	128	129	128	157	105	116	123	146
2nd quarter	134	133	108	102	158	170	166	123	123	123	157	98	114	119	138
3rd quarter	128	126	102	102	153	159	157	119	120	119	148	92	110	113	140
4th quarter	135	134	102	105	181	175	172	106	106	105	133	85	92	101	121
1968 1st quarter	146	144	114	109	162	195	191	134	132	135	167	108	120	131	153
2nd quarter	142	141	106	112	178	185	179	130	126	131	168	106	117	125	150
3rd quarter	147	144	105	112	180	197	190	139	147	138	171	113	121	131	165
4th quarter	148	144	106	111	184	202	190	140	140	140	169	115	119	135	163
1969 1st quarter	146	143	103	110	192	198	187	138	128	140	170	116	118	131	180
2nd quarter	141	146	109	108	181	210	197	148	141	151	181	123	120	147	185
3rd quarter	149	146	102	107	181	210	201	158	141	162	195	125	131	159	197
4th quarter	149	147	100	108	200	208	204	157	143	158	196	129	134	154	185
1967 1st quarter	151	151	105	109	194	208	207	157	147	158	197	136	134	150	190
1969 January	145	141	102	108	191	192	181	143	131	143	171	121	122	133	185
February	148	143	100	111	192	205	191	132	123	135	171	112	111	126	171
March	147	145	107	111	191	196	190	141	131	142	167	115	119	134	184
April	149	146	112	109	178	204	194	141	140	142	176	113	115	134	184
May	148	142	100	103	175	214	195	147	142	148	181	126	121	145	172
June	155	152	114	113	190	214	203	156	141	163	187	129	125	162	197
July	151	147	107	107	185	213	200	150	137	154	191	117	121	151	186
August	149	145	97	109	182	213	202	164	148	169	200	130	138	166	202
September	147	145	103	106	177	205	200	159	139	164	195	127	135	159	203
October	150	147	96	111	204	209	202	158	152	158	203	128	133	152	184
November	147	146	98	106	200	205	200	157	139	159	190	129	135	155	187
December	150	149	104	106	196	211	209	155	137	159	194	129	134	155	184
1970 January	147	147	104	108	199	199	198	160	152	159	199	138	137	150	192
February	152	152	103	109	192	213	211	151	144	153	189	130	134	146	183
March	154	153	108	109	191	213	212	159	146	162	202	140	133	154	196
April	157	157	104	111	193	223	222	161	149	162	200	139	138	157	189
May	153	152	97	107	193	221	219	149	136	150	195	128	132	137	189

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Industry's capital expenditure in the first quarter of 1970

Source: *Manufacturing Industry – Ministry of Technology*
Distributive and Service Industries – Board of Trade
Shipping Industry – Board of Trade.

Manufacturing industry

MANUFACTURING INDUSTRY'S investment in the first quarter of 1970 is now estimated at £372 million, at 1963 prices, seasonally adjusted, an increase of about 7 per cent above the level of the first quarter of 1969 (after allowing for investment grant distortion). This is a greater increase than shown by the provisional estimates: these suggested a fall in investment between the fourth quarter of last year and the first quarter of 1970, but the revised figures suggest virtually no change. During the past three quarters investment appears to have been on a plateau.

Within the total a fall in investment in vehicles between the fourth quarter of last year and the first quarter of 1970 was nearly offset by a small increase in investment in plant and machinery. Investment in new building work showed little change.

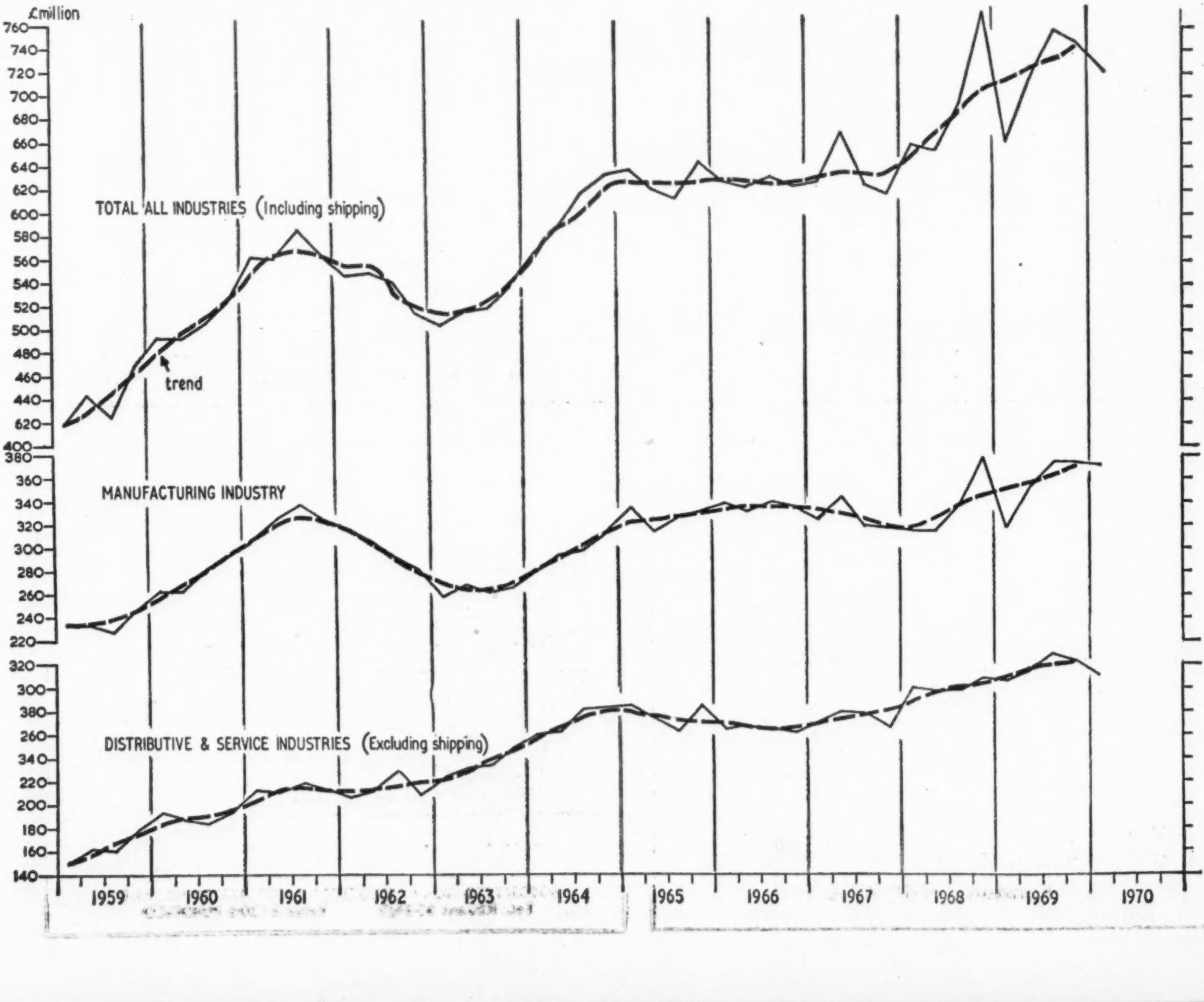
Amongst the various industry groups investment by the chemical industry, the metal manufacturing industry and the paper, printing and publishing industries rose, continuing the upward trend in these industry groups. A smaller increase was shown by the engineering, shipbuilding and metal goods group of industries. Investment by the vehicles industry rose marginally, but investment by other industry groups decreased. Sharp falls occurred in the residual group of other manufacturing industries and in the mineral oil refining industry but smaller decreases were shown by the food, drink and tobacco group of industries and the textile, leather and clothing group of industries.

Distributive and service industries (excluding shipping)

The volume of capital expenditure by the distributive and service industries (excluding shipping) in the first quarter of 1970 is now estimated to be 4 per cent below the fourth quarter of 1969 (at 1963 prices, seasonally adjusted). This reduction follows the record level of investment in the second half of 1969, and the level of the first quarter of 1970 is about the same as in the first half of 1969.

Most of the decline between the fourth and first quarters was in expenditure on vehicles. Expenditure on new building work also fell, but the revised figures show that the volume of expenditure in plant and machinery was at the same level as in the fourth quarter of 1969. Of the three main industry groups only investment by retailers showed an increase. Investment by 'other industries' fell by 6 per cent between the two quarters, partly due to lower expenditure by the road haulage industry.

Industry's fixed capital expenditure at 1963 prices seasonally adjusted



Shipping

Expenditure by the shipping industry in the first quarter of 1970 is now estimated to have been about one-fifth lower (at 1963 prices, seasonally adjusted) than in the fourth quarter of 1969. However, investment by this industry tends to move erratically from quarter to quarter as expenditure on individual ships can be substantial and payments may be made at irregular intervals over the course of construction.

INDEX INQUIRIES

Inquiries about the detailed contents of the **Journal** *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* **(01-222 7877, Ext. 3038)** *who compile the half-yearly index to the Journal*

Table 1. Industry's fixed capital expenditure at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industrial sectors			Analysis by type of asset		
		Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1960	2,013	1,104	758	151	594	425	994
1961	2,274	1,301	852	121	699	406	1,169
1962	2,149	1,196	852	101	696	364	1,089
1963	2,075	1,055	936	84	650	391	1,034
1964	2,402	1,190	1,088	124	723	494	1,185
1965	2,515	1,309	1,107	99	756	472	1,287
1966	2,509	1,351	1,063	95	719	464	1,326
1967	2,538	1,310	1,095	133	689	503	1,346
1968	2,785	1,349 (1,319)†	1,208	228	719	632	1,434
1969	2,893	1,423 (1,453)†	1,281	189	781	626	1,486
1970							
1964 1st quarter	567	281	260	26	168	117	282
2nd quarter	586	295	263	28	177	117	292
3rd quarter	617	299	282	36	188	132	297
4th quarter	632	315	283	34	190	128	314
1965 1st quarter	637	336	285	16	201	112	324
2nd quarter	620	314	274	32	187	124	309
3rd quarter	613	327	264	22	185	111	317
4th quarter	645	332	284	29	183	125	337
1966 1st quarter	627	340	265	22	181	114	332
2nd quarter	623	333	267	23	177	118	328
3rd quarter	634	341	267	26	181	118	335
4th quarter	625	337	264	24	180	114	331
1967 1st quarter	627	326	270	31	179	119	329
2nd quarter	667	345	279	43	178	138	351
3rd quarter	626	321	279	26	166	122	338
4th quarter	618	318	267	33	166	124	328
1968 1st quarter	661	316	301	44	171	47	343
2nd quarter	656	317	298	41	186	137	339
3rd quarter	695	337	299	59	185	159	351
4th quarter	773	379 (349)†	310	84	183	189	401
1969 1st quarter	664	319 (349)†	309	36	189	143	332
2nd quarter	718	355	316	47	197	156	365
3rd quarter	760	375	331	54	204	163	393
4th quarter	751	374	325	52	191	164	396
1970 1st quarter	725	372	312	41	186	140	399
2nd quarter							
3rd quarter							
4th quarter							

The total of manufacturing industry and of the distributive and services industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 51 per cent of total expenditure in 1968. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

† After allowing for expenditure, estimated at £30 million (at 1963 prices), brought forward into 1968 from 1969 to secure the higher rate of investment grants which ended on December 31 1968. The erratic nature of the shipping industry's capital expenditure and the smallness of the distortion caused to expenditure by the distributive and service industries makes it difficult to estimate the extent of the corresponding adjustment for these industries. However it is possible to make a broad estimate of the effect on these industries by averaging the seasonally adjusted figures of expenditure in the last quarter of 1968 and the first quarter of 1969.

For other footnotes, see end of article.

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CAPITAL EXPENDITURE—*continued*

Table 2. Fixed capital expenditure of manufacturing industry at 1963 prices seasonally adjusted

£ million

	Total all manufacturing industries	Analysis by industry group									Analysis by type of asset		
		Food, drink and tobacco	Mineral oil refining	Chemicals	Metal manufacture	Engineering ship-building and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	New building work	Vehicles	Plant and machinery
1960	1,104·2	137·8	16·6	143·8	204·0	251·7	86·0	93·1	73·3	97·9	285·0	69·1	750·1
1961	1,301·1	146·9	24·6	174·3	266·4	275·1	115·3	111·1	80·3	107·1	343·7	65·9	891·5
1962	1,195·8	145·2	17·5	173·3	228·6	242·4	103·7	95·4	80·7	109·0	321·7	57·0	817·1
1963	1,055·2	145·0	26·8	135·9	136·1	239·4	98·0	86·5	79·7	107·8	263·6	69·5	722·1
1964	1,189·7	162·2	28·1	170·8	114·4	287·2	86·1	117·1	90·8	133·0	291·4	85·1	813·2
1965	1 308·6	166·7	27·0	213·0	112·8	301·9	103·7	132·8	98·8	151·9	319·2	88·1	901·3
1966	1 350·9	161·6	50·2	231·1	116·0	307·7	115·2	129·1	86·2	153·8	307·8	84·8	958·3
1967	1,310·0	186·3	77·2	192·0	116·4	300·6	116·4	105·8	83·7	131·6	267·7	87·8	954·5
1968	1,349·5 (1,319·5)†	204·3	90·5	199·0	99·2	306·1	100·1	129·5	80·5	140·3	279·7	96·5	973·3 (943·3)†
1969	1,422·5 (1,452·5)†	201·7	69·7	216·1	121·6	304·2	120·0	145·5	83·9	159·8	310·1	101·3	1,011·1 (1,041·1)†
1970													
1964 1st quarter	280·7	39·3	10·3	37·6	28·2	67·0	21·2	25·3	22·1	29·7	69·2	20·7	190·8
2nd quarter	295·1	40·8	6·6	41·1	27·8	72·1	23·0	28·4	21·1	34·2	72·8	21·2	201·1
3rd quarter	298·7	41·8	5·4	42·7	29·1	73·0	19·5	29·7	24·4	33·1	72·8	21·6	204·3
4th quarter	315·2	40·3	5·8	49·4	29·3	75·1	22·4	33·7	23·2	36·0	76·6	21·6	217·0
1965 1st quarter	335·5	42·0	6·8	52·0	28·7	80·1	25·1	35·0	26·8	39·0	85·2	22·4	227·9
2nd quarter	314·5	39·7	6·2	51·0	28·1	72·1	24·0	31·4	26·1	35·9	78·0	21·2	215·3
3rd quarter	327·0	42·7	6·2	58·0	28·8	69·9	26·4	34·3	22·8	37·9	79·3	21·1	226·6
4th quarter	331·6	42·3	7·8	52·0	27·2	79·8	28·2	32·1	23·1	39·1	76·7	23·4	231·5
1966 1st quarter	339·6	40·9	10·0	61·2	28·7	74·9	31·0	31·6	20·6	40·7	76·5	21·6	241·5
2nd quarter	333·3	39·6	11·6	55·0	27·6	77·6	28·8	34·8	20·7	37·6	74·7	22·5	236·1
3rd quarter	341·4	40·0	14·6	57·9	29·2	78·3	27·8	31·9	21·5	40·2	77·7	21·1	242·6
4th quarter	336·6	41·1	14·0	57·0	30·5	76·9	27·6	30·8	23·4	35·3	78·9	19·6	238·1
1967 1st quarter	326·5	46·4	15·2	47·4	30·3	74·6	28·6	28·6	21·0	34·4	73·9	19·5	233·1
2nd quarter	344·5	47·0	19·6	55·1	31·9	79·1	31·0	26·6	21·9	32·3	70·7	22·1	251·7
3rd quarter	320·6	46·1	20·8	42·8	29·5	74·5	28·4	24·8	21·6	32·1	62·1	23·0	235·5
4th quarter	318·4	46·8	21·5	46·7	24·7	72·4	28·4	25·8	19·2	32·8	61·0	23·2	234·2
1968 1st quarter	316·3	45·0	18·9	45·0	31·5	73·6	23·4	28·8	19·4	30·7	62·0	24·1	230·2
2nd quarter	316·8	49·7	20·9	48·5	24·5	70·2	24·1	26·4	17·8	34·7	68·2	22·0	226·6
3rd quarter	337·0	53·9	20·9	47·7	22·3	78·6	29·5	31·8	19·2	33·6	75·0	23·7	238·3
4th quarter	379·4 (349·4)†	55·7	29·8	57·8	20·9	83·7	23·1	43·0	24·1	41·3	74·5	26·7	278·2 (248·2)†
1969 1st quarter	318·8 (348·8)†	46·2	20·3	47·1	26·6	70·8	21·4	36·3	16·6	33·5	73·7	23·7	221·4 (251·4)†
2nd quarter	355·4	52·4	16·4	54·6	28·2	73·5	29·4	37·5	22·1	41·3	78·1	26·5	250·8
3rd quarter	374·5	51·1	16·4	58·4	30·9	80·9	36·3	36·7	23·4	40·4	83·4	25·2	265·9
4th quarter	373·8	52·0	16·6	56·0	35·9	79·0	32·9	35·0	21·8	44·6	74·9	25·9	273·0
1970 1st quarter	372·4	46·8	13·3	63·7	40·8	83·8	33·3	32·1	25·3	33·3	75·2	22·2	275·0
2nd quarter													
3rd quarter													
4th quarter													

Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale Distribution	Retail Distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	758	102	182	474	308	206	244
1961	852	107	203	542	355	220	277
1962	852	105	196	551	373	207	272
1963	936	115	212	609	385	239	312
1964	1,088	134	243	711	430	286	372
1965	1,107	133	226	748	432	289	386
1966	1,063	120	204	739	408	287	368
1967	1,095	139	197	759	419	285	391
1968	1,208	138	238	832	434	314	460
1969	1,281	136	250	895	465	341	475
1970							
1964 1st quarter	260	31	58	171	99	70	91
2nd quarter	263	32	63	168	104	68	91
3rd quarter	282	33	62	187	114	75	93
4th quarter	283	38	60	185	113	73	97
1965 1st quarter	285	37	59	189	113	76	96
2nd quarter	274	32	57	185	108	72	94
3rd quarter	264	33	56	176	105	68	91
4th quarter	284	31	54	198	106	73	105
1966 1st quarter	265	29	52	184	104	70	91
2nd quarter	267	31	50	186	102	73	92
3rd quarter	267	31	51	185	102	73	92
4th quarter	264	29	51	184	100	71	93
1967 1st quarter	270	32	49	189	104	70	96
2nd quarter	279	35	48	196	106	74	99
3rd quarter	279	36	49	194	104	73	102
4th quarter	267	36	51	180	105	68	94
1968 1st quarter	301	37	57	207	108	80	113
2nd quarter	298	32	60	206	111	75	112
3rd quarter	299	33	61	205	109	78	112
4th quarter	310	36	60	214	106	81	123
1969 1st quarter	309	34	60	215	114	84	111
2nd quarter	316	33	62	221	118	84	114
3rd quarter	331	34	64	233	119	86	126
4th quarter	325	35	64	226	114	87	124
1970 1st quarter	312	33	66	213	111	77	124
2nd quarter							
3rd quarter							
4th quarter							

Industry's fixed capital expenditure at 1963 prices seasonally adjusted

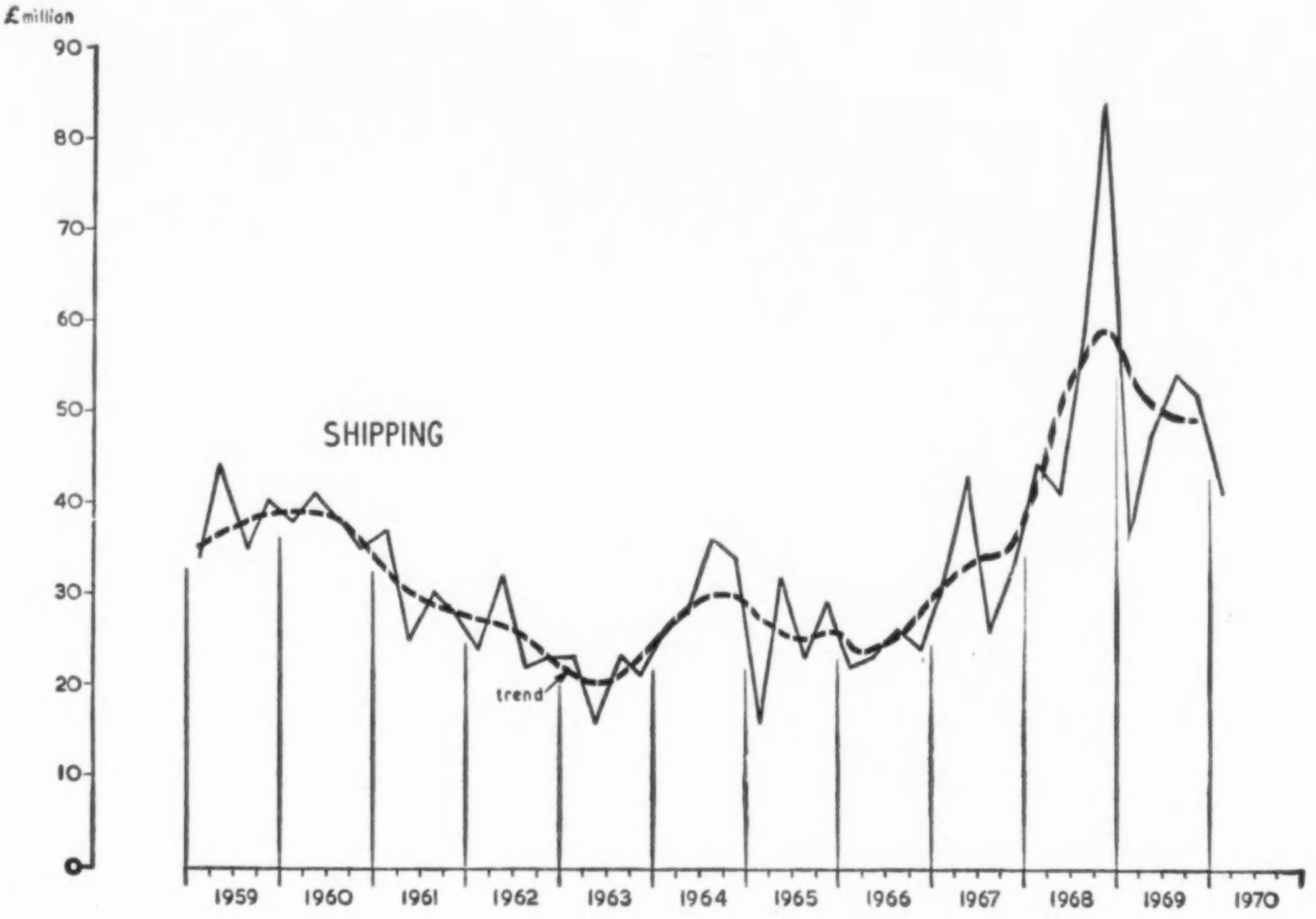

Table 4. Industry's fixed capital expenditure at current prices

£ million

	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960	1,901	1,021	718	162
1961	2,192	1,239	821	132
1962	2,119	1,168	844	107
1963	2,075	1,055	936	84
1964	2,446	1,216	1,107	123
1965	2,657	1,401	1,156	100
1966	2,742	1,504	1,139	99
1967	2,793	1,465	1,188	140
1968	3,166	1,565	1,354	247
1969	3,423	1,719	1,490	214
1970				
1964 1st quarter	551	268	260	23
2nd quarter	584	295	264	25
3rd quarter	613	303	277	33
4th quarter	698	350	306	42
1965 1st quarter	638	333	290	[illegible]
2nd quarter	643	329	284	30
3rd quarter	642	352	269	21
4th quarter	735	387	313	35
1966 1st quarter	662	357	284	21
2nd quarter	661	357	282	22
3rd quarter	677	378	273	26
4th quarter	742	412	300	30
1967 1st quarter	675	354	292	29
2nd quarter	713	370	299	44
3rd quarter	668	354	289	25
4th quarter	737	387	308	42
1968 1st quarter	716	342	333	41
2nd quarter	728	355	330	43
3rd quarter	770	388	323	59
4th quarter	952	480	368	104
1969 1st quarter	753	361	356	36
2nd quarter	825	410	363	52
3rd quarter	875	451	369	55
4th quarter	970	497	402	71
1970 1st quarter	871	449	378	44
2nd quarter				
3rd quarter				
4th quarter				

Notes relating to Tables 1 to 4

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets and on new building work.

The analysis by industry group follows the Standard Industrial Classification (1963 consolidated edition):

Manufacturing Orders III to XVI
Distributive Trades Order XX
  Wholesale MLH 810, 831, 832
  Retail MLH 820
  Other Industries Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree, and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

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Industry's stocks in the first quarter of 1970

Source: Manufacturing industry – Ministry of Technology
Distributive trade – Board of Trade.

Manufacturing industry

REVISED ESTIMATES of stockbuilding in the first quarter of 1970 are now available and they differ little from the provisional figures in total but the figures of stocks of finished goods and work in progress show sizeable revisions. Stocks in total showed a moderately substantial increase of £58 million at 1963 prices, seasonally adjusted.

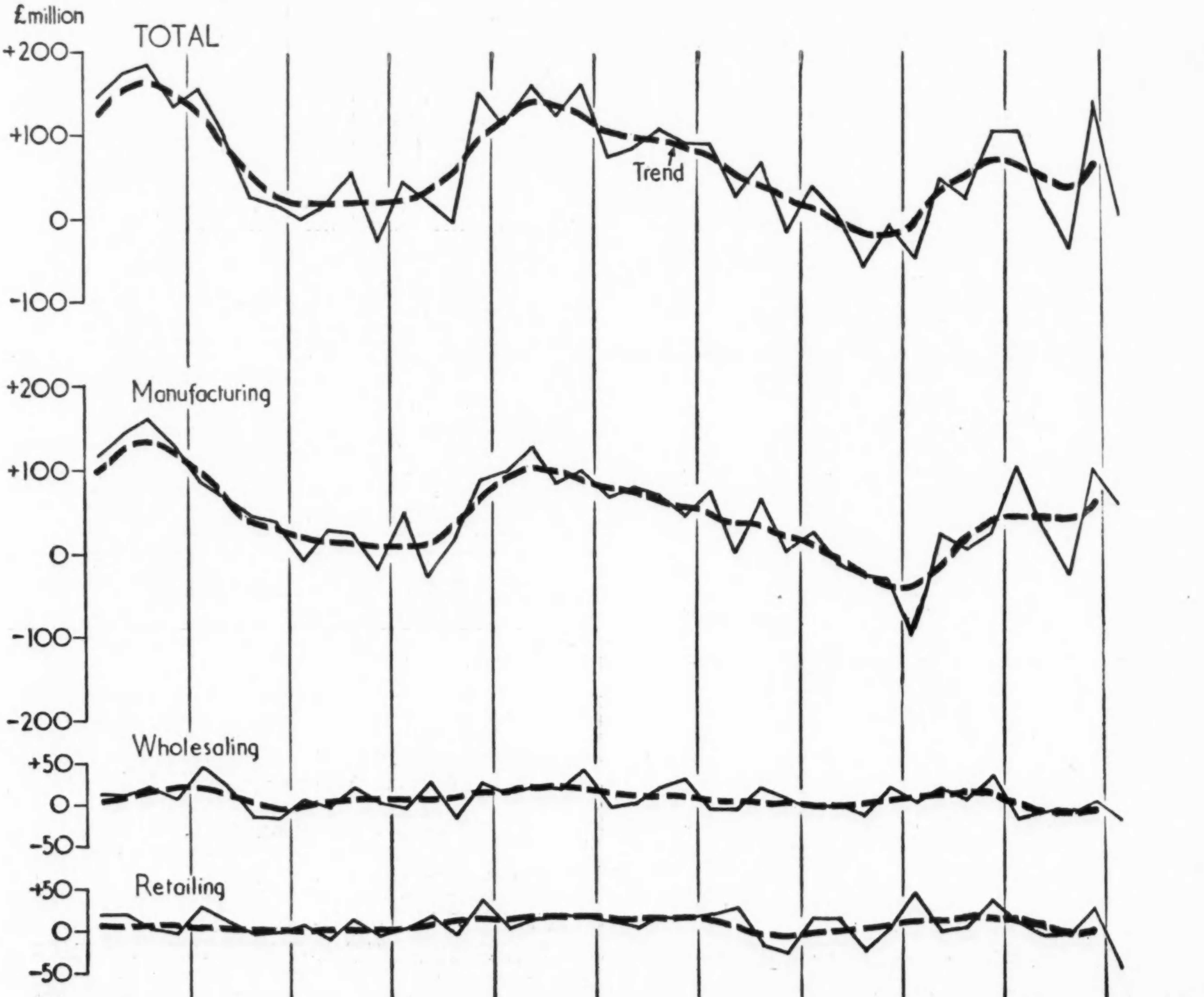
The increase in stocks of finished goods, £63 million at 1963 prices, seasonally adjusted, was substantial especially following the high fourth quarter figure of last year and may include some degree of involuntary stockbuilding.

Stocks of work in progress showed a moderate fall of £13 million: falls are infrequent in such stocks but too much emphasis should not be placed on one quarter's figures.

Stocks of materials and fuel showed little change with an increase of £8 million. The ratio of manufacturing stocks to production, at 89.4 (end 1962 = 100) rose above the fourth quarter level. This was still low – only slightly above the lowest value recorded of 88.0 in the fourth quarter of 1968.

Amongst the industry groups the chemicals and allied group of industries recorded the largest increase of £20 million, approximately two-thirds of which was in finished goods. This increase is

Value of physical increase in industry's stocks at 1963 prices seasonally adjusted



among the highest increase ever recorded for this sector and followed the abnormally high level of stockbuilding recorded in the fourth quarter.

The food, drink and tobacco group of industries recorded an increase of £13 million, two-thirds of which was in materials and fuel, following a fall of £15 million in the fourth quarter. This sector's stockbuilding fluctuates from quarter to quarter and shows little consistent pattern.

Stocks of the engineering, shipbuilding and metal goods group showed a relatively moderate increase of £19 million following the high level of stockbuilding recorded in the fourth quarter.

The only fall in stockbuilding was shown by the metal manufacturing industries, a continuation of the de-stocking shown by this sector in almost every quarter since 1966, apart from the last three quarters of 1968.

Distributive trades

In the first quarter of 1970 wholesalers' stocks fell by £15 million (at 1963 prices, seasonally adjusted). The level of wholesalers' stocks has been falling since the end of 1968 apart from a small increase in the fourth quarter of 1969. The bulk of the fall in 1969 and the first quarter of 1970 was in stocks held by general wholesale distributors.

In the first quarter of 1970 their stocks fell by £24 million (at 1963 prices, seasonally adjusted). The fall was partly offset by an increase in stocks held by dealers in coal, builders' materials, etc. and dealers in industrial materials and machinery.

Retailers' stocks, which have been high by past standards in relation to sales, also fell in the first quarter of 1970, by £41 million (at 1963 prices, seasonally adjusted).

Table 1. Value of physical increase of industry's stocks at 1963 prices seasonally adjusted

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1969	9,772	7,165	1,212	1,396
1960	636	547	50	39
1961	299	231	38	30
1962	63	26	22	15
1963	211	123	31	57
1964	552	411	91	50
1965	356	262	49	45
1966	172	147	19	6
1967	– 17	– 39	10	11
1968	129	– 47	81	95
1969	226	211	– 22	37
1963 1st quarter	44	46	– 5	3
2nd quarter	20	– 25	27	18
3rd quarter	– 2	15	– 16	–1
4th quarter	149	87	25	37
1964 1st quarter	112	99	11	2
2nd quarter	159	127	21	11
3rd quarter	123	85	19	19
4th quarter	158	100	41	18
1965 1st quarter	75	68	– 3	10
2nd quarter	84	79	1	4
3rd quarter	106	69	20	17
4th quarter	90	46	31	14
1966 1st quarter	88	73	– 5	20
2nd quarter	28	4	– 4	28
3rd quarter	69	66	21	– 17
4th quarter	– 13	5	7	– 25
1967 1st quarter	39	26	– 2	15
2nd quarter	7	– 10	1	15
3rd quarter	– 56	– 25	– 10	– 21
4th quarter	– 7	– 30	22	2
1968 1st quarter	– 43	–100	5	49
2nd quarter	47	24	22	1
3rd quarter	24	7	10	5
4th quarter	102	23	38	40
1969 1st quarter	102	103	– 14	13
2nd quarter	23	32	– 6	– 3
3rd quarter	– 34	– 24	– 9	– 1
4th quarter	136	100	7	28
1970 1st quarter	2	58	– 15	– 41

(Continued on next page)

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INDUSTRY'S STOCKS, *continued*

Table 2. Value of the physical increase in stocks held by manufacturing industry at 1963 prices seasonally adjusted

£ million

		Analysis by industry group						Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1969	7,165	899	680	501	3,552	780	752	2,402	2,700	2,063
1960	547	45	41	83	288	30	61	230	146	171
1961	231	10	17	13	154	8	29	40	103	89
1962	26	23	3	-18	41	-19	- 3	-62	42	46
1963	123	44	-11	2	75	2	12	2	100	21
1964	411	6	41	31	240	61	32	147	177	87
1965	262	1	25	26	171	- 2	41	56	98	108
1966	147	- 5	26	-16	85	26	30	-20	33	134
1967	-39	20	3	-27	10	-33	-12	-38	33	-34
1968	-47	- 2	44	31	-155	10	25	-12	-46	11
1969	211	3	51	-25	128	33	21	24	59	128
1963 1st quarter	46	2	4	2	28	-10	20	-15	24	38
2nd quarter	-25	9	- 9	- 2	-13	- 2	- 9	-15	11	-21
3rd quarter	15	9	- 7	- 1	8	8	- 2	11	20	-16
4th quarter	87	24	1	3	51	5	3	21	46	20
1964 1st quarter	99	11	12	9	48	17	2	60	31	8
2nd quarter	127	- 1	8	16	76	20	9	31	56	41
3rd quarter	85	- 7	10	1	65	7	9	13	47	25
4th quarter	100	3	12	4	51	17	13	43	43	13
1965 1st quarter	68	-13	- 3	10	55	10	10	1	49	19
2nd quarter	79	1	20	—	50	- 4	12	30	7	42
3rd quarter	69	16	3	7	37	- 7	14	14	34	22
4th quarter	46	- 3	4	10	29	- 1	6	11	9	26
1966 1st quarter	73	5	11	- 4	42	6	13	4	18	51
2nd quarter	4	2	5	-18	4	7	5	-19	13	10
3rd quarter	66	-13	4	18	38	9	9	24	1	41
4th quarter	5	1	6	-11	1	5	3	-28	1	32
1967 1st quarter	26	1	5	- 4	25	- 6	5	- 8	15	19
2nd quarter	-10	2	-19	- 7	26	- 7	- 5	-19	4	6
3rd quarter	-25	19	19	-13	-36	- 4	-11	- 4	3	-24
4th quarter	-30	- 2	- 3	- 4	- 5	-17	—	- 7	11	-34
1968 1st quarter	-100	9	-11	- 1	-81	- 7	- 9	- 9	-32	-59
2nd quarter	24	- 3	25	9	-27	8	12	- 2	—	25
3rd quarter	7	-13	14	7	- 7	2	5	-13	7	13
4th quarter	23	5	17	16	-40	8	18	12	-21	32
1969 1st quarter	103	11	10	- 7	59	21	8	17	23	63
2nd quarter	32	-10	8	- 3	33	- 2	6	19	—	13
3rd quarter	-24	17	-10	-22	-17	9	- 1	-30	22	-17
4th quarter	100	-15	43	6	53	5	9	17	14	69
1970 1st quarter	58	13	20	- 4	19	5	6	8	-13	63

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Table 3. Value of the physical increase of stocks held by wholesalers at 1963 prices seasonally adjusted

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders' materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1969	1,212	759	119	334
1960	50	27	4	19
1961	38	27	—	11
1962	22	4	4	15
1963	31	14	5	11
1964	91	47	13	30
1965	49	23	5	21
1966	19	13	—	7
1967	10	5	—	5
1968	81	54	3	24
1969	-22	-25	—	4
1963 1st quarter	- 5	- 5	3	- 3
2nd quarter	27	17	3	8
3rd quarter	-16	-17	- 4	5
4th quarter	25	19	4	2
1964 1st quarter	11	—	5	6
2nd quarter	21	10	1	10
3rd quarter	19	4	7	7
4th quarter	41	33	—	7
1965 1st quarter	- 3	- 9	1	6
2nd quarter	1	—	- 2	3
3rd quarter	20	13	2	5
4th quarter	31	19	5	7
1966 1st quarter	- 5	- 6	4	- 2
2nd quarter	- 3	- 2	- 1	- 1
3rd quarter	21	19	- 3	5
4th quarter	7	2	—	6
1967 1st quarter	- 2	-14	3	9
2nd quarter	1	8	- 6	- 1
3rd quarter	-10	- 7	2	- 6
4th quarter	22	18	1	2
1968 1st quarter	8	9	3	- 5
2nd quarter	23	12	2	9
3rd quarter	12	13	- 2	—
4th quarter	39	20	—	19
1969 1st quarter	-14	-22	3	6
2nd quarter	- 6	-12	- 3	9
3rd quarter	- 9	- 3	1	- 7
4th quarter	7	12	- 1	- 4
1970 1st quarter	-15	-24	5	4

Table 4. Increase in the book value of industry's stocks

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1969	12,126	8,962	1,484	1,680
1960	690	591	56	44
1961	416	312	43	61
1962	155	78	32	45
1963	360	250	48	63
1964	815	593	133	90
1965	628	489	74	66
1966	458	365	48	44
1967	137	69	47	21
1968	690	371	140	179
1969	960	797	45	118
1963 1st quarter	119	69	- 6	56
2nd quarter	20	4	23	- 6
3rd quarter	27	16	23	-13
4th quarter	195	161	8	26
1964 1st quarter	208	138	15	55
2nd quarter	230	185	32	13
3rd quarter	187	116	65	7
4th quarter	191	154	21	15
1965 1st quarter	195	124	2	69
2nd quarter	162	153	14	- 5
3rd quarter	172	108	62	2
4th quarter	99	104	- 4	—
1966 1st quarter	250	162	7	81
2nd quarter	173	138	10	25
3rd quarter	97	69	51	-23
4th quarter	-62	- 4	-20	-39
1967 1st quarter	36	-14	-16	66
2nd quarter	26	18	1	7
3rd quarter	6	18	20	-41
4th quarter	70	48	33	-11
1968 1st quarter	148	10	24	114
2nd quarter	209	150	30	29
3rd quarter	164	115	56	- 7
4th quarter	169	96	30	43
1969 1st quarter	329	222	3	104
2nd quarter	214	202	7	6
3rd quarter	175	143	49	-17
4th quarter	242	230	-13	25
1970 1st quarter	337	273	15	49

Notes relating to Tables 1 to 4

The analysis by industry group follows the Standard Industrial Classification (1963 consolidated edition):

Manufacturing Orders III to XVI.
Distributive Trades Order XX
Wholesale M.L.H. 810, 831, 832
Retail M.L.H. 820

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree, and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error in the quarterly seasonal adjustments.

(Continued on next page)

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr D. de M. Guilfoyle, OBE. City House, Leeds, 1 (0532 38232 – Telex EconPlan 55472 – message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1. (01-928 2371 – Telex 915444).

SOUTHERN: Mr. P. I. Ede, Market Place House, Reading, RG1 2EH (0734 581261 – Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 – Telex 49327).

INDUSTRY'S STOCKS, *continued*

Table 5. The relationship of manufacturers' stocks to manufacturing production

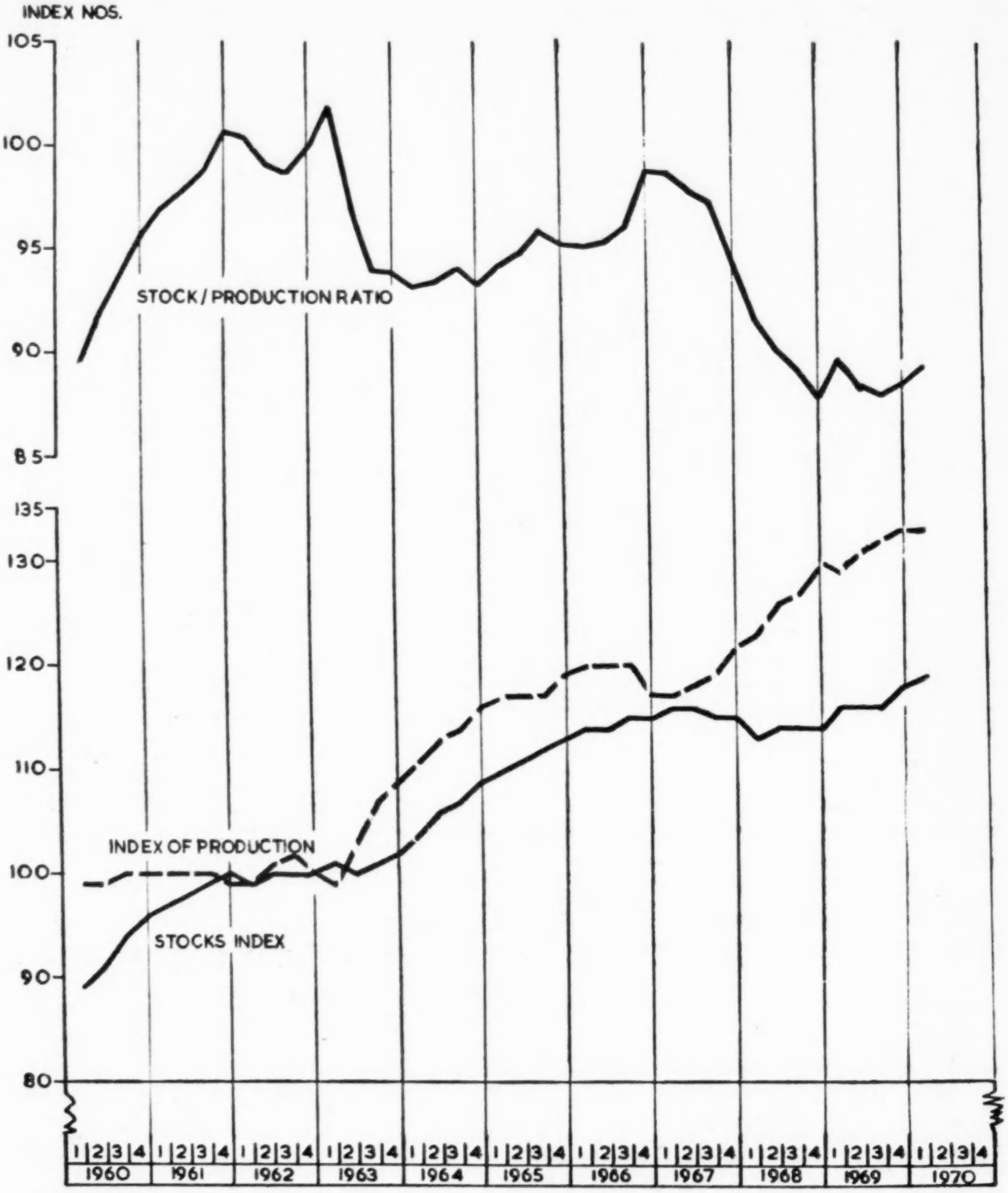
		Index numbers – 4th quarter 1962 = 100 seasonally adjusted		
		Stock levels at 1963 prices	Production (with 1963 net output weight)	Ratio of Stocks to Production
1960 Q	1	89	99	89·4
	2	91	99	91·5
	3	94	100	93·8
	4	96	100	95·6
1961 Q	1	97	100	97·0
	2	98	100	97·8
	3	99	100	98·9
	4	100	99	100·7
1962 Q	1	99	99	100·4
	2	100	101	99·2
	3	100	102	98·7
	4	100	100	100·0
1963 Q	1	101	99	102·0
	2	100	103	97·1
	3	101	107	94·0
	4	102	109	93·9
1964 Q	1	104	111	93·2
	2	106	113	93·5
	3	107	114	94·1
	4	109	116	93·4
1965 Q	1	110	117	94·3
	2	111	117	94·7
	3	112	117	95·9
	4	113	119	95·2
1966 Q	1	114	120	95·1
	2	114	120	95·4
	3	115	120	96·1
	4	115	117	98·9
1967 Q	1	116	117	98·8
	2	116	118	97·9
	3	115	119	97·3
	4	115	122	94·5
1968 Q	1	113	123	91·8
	2	114	126	90·2
	3	114	127	89·3
	4	114	130	88·0
1969 Q	1	116	129	89·8
	2	116	131	88·6
	3	116	132	88·1
	4	118	133	88·5
1970 Q	1	119	133	89·4

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The 1963 index of production has been rebased on the fourth quarter of 1962 for the purposes of this table. Estimates for the years preceding 1962 are based on the previous 1958 based index.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37s. 6d. (*by post* 39s.)

Government publications can be purchased from the Government Bookshops in London (post orders to PO Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Hire purchase and other instalment credit business in May

NEW INSTALMENT CREDIT extended by finance houses in the three months ended May, after allowing for seasonal factors, was 3 per cent more than on average in the four months November-February (taken together because of the sharp fluctuation in new business between November and December). This continued the upward trend which started in the third quarter of 1969 after a sharp fall in the first half of that year. Instalment credit sales by durable goods shops, on the other hand, were unchanged in value in March-May compared with the previous three months.

Total debt outstanding to finance houses, durable goods shops and department stores increased by £9 million during the three months ended May, in seasonally adjusted terms. As mentioned last month, this partly reflects recalculation in April of customers' outstandings where, under the 1969 Finance Act, interest payments are now due gross instead of net of tax.

Finance houses

New credit extended by finance houses in May was 16 per cent more than in the same month last year, following an 18 per cent increase on a year earlier shown by revised figures for April and an average increase of 9 per cent in the first quarter. These comparisons are still influenced by the subdued level of business in the first half of 1969. Credit extended for new cars during May was 15 per cent more, and for used cars 7 per cent more than in May 1969: apart from a small decrease for farm equipment and tractors (a category which fluctuates markedly from month to month), there were also increases in all other categories of finance house business. A particularly large increase of 41 per cent in credit extended for industrial and building plant and equipment followed a similar rise (38 per cent) in April.

Instalment debt outstanding to finance houses rose in the month by £11 million. After allowing for the increase which is usual at the time of year, the seasonally adjusted series rose by £3 million.

Durable goods shops and department stores

Instalment credit sales by durable goods shops in May were 6 per cent more by value than in May 1969, a smaller increase than the average recorded in the first four months of 1970 compared with the subdued level a year earlier. Sales by furniture shops were unchanged from May 1969, after an average increase on a year earlier of 10 per cent in the first four months of the year, but sales by other durable goods shops were up by 9 per cent, much the same rate of increase as recorded on average for the

(*Continued on next page*)

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted £ million

	New Credit Extended			Repayments	Increase in debt
	Total	By Shops (†)	By Finance Houses		
1966	904	235	669	1,041	-137
1967	981	235	746	1,027	- 46
1968	1,027	258	769	996	31
1969	930	229	701	956	- 26
1966 1st quarter	270	69	201	274	- 4
2nd quarter	251	61	190	268	- 17
3rd quarter	202	55	147	251	- 49
4th quarter	181	50	131	248	- 67
1967 1st quarter	198	53	145	254	- 56
2nd quarter	215	53	162	254	- 39
3rd quarter	274	61	213	261	13
4th quarter	294	68	226	258	36
1968 1st quarter	292	77	215	264	28
2nd quarter	227	59	168	249	- 22
3rd quarter	251	64	187	243	8
4th quarter	257	58	199	240	17
1969 1st quarter	225	56	169	242	- 17
2nd quarter	223	57	166	239	- 16
3rd quarter	234	58	176	235	- 1
4th quarter	248	58	190	240	8
1970 1st quarter	247	60	187	249	- 2

(†) Durable goods shops and department stores; not including other instalment credit retailers.

Table 1. Hire purchase and other instalment credit business

	Increase in debt outstanding to finance houses, durable goods shops and department stores £ million		Finance Houses				Durable Goods Shops			
			New instalment credit extended per calendar month (Index 1966 = 100)		Increase in debt £ million		*Instalment credit sales per week (Index 1961 = 100)*		Increase in debt £ million	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1966		-137		*100*		-84		*93*		-51
1967		- 46		*111*		-15		*94*		-30
1968		31		*115*		26		*102*		2
1969		- 26		*105*		-21		*94*		- 5
1966 1st quarter	-11	- 4	118	*120*	4	3	97	*104*	-13	5
2nd quarter	8	-17	129	*114*	24	- 5	90	*95*	-15	-11
3rd quarter	-52	-49	89	*88*	-36	-33	86	*88*	-15	-15
4th quarter	-82	-67	64	*78*	-76	-49	97	*83*	- 8	-20
1967 1st quarter	-59	-56	87	*86*	-39	-41	81	*87*	-18	-12
2nd quarter	-18	-39	113	*96*	- 4	-27	83	*88*	-13	-11
3rd quarter	11	13	129	*128*	20	21	93	*96*	- 8	- 8
4th quarter	20	36	117	*135*	8	32	122	*105*	9	1
1968 1st quarter	24	28	129	*128*	25	24	111	*120*	- 1	4
2nd quarter	2	-22	116	*101*	9	-18	86	*92*	- 6	- 3
3rd quarter	5	8	113	*112*	7	9	96	*99*	- 1	—
4th quarter	—	17	101	*118*	-15	11	113	*98*	10	1
1969 1st quarter	-20	-17	102	*102*	- 7	- 9	87	*93*	-10	- 5
2nd quarter	7	-16	114	*99*	9	-17	88	*93*	- 1	2
3rd quarter	- 4	- 1	106	*105*	- 2	1	91	*94*	- 2	- 2
4th quarter	- 9	8	96	*113*	-21	4	113	*97*	8	—
1970 1st quarter	- 8	- 2	112	*111*	—	- 1	94	*101*	- 5	2
1969 December	- 6	8	85	*122*	-13	5	115	97	4	—
1970 January	- 7	- 2	100	*111*	- 7	- 3	94	*98*	1	2
February	1	1	110	*114*	3	1	99	*105*	- 2	—
March	2	- 1	125	*109*	4	1	90	*100*	- 4	—
April	17	6	141 r	*125* r	17	5	93	99	—	1
May	12	4	130	*112*	11	3	97	99	1	1
3 months ended February 1970	-12	7	98	*116*	-17	3	103	*100*	3	2
3 months ended May 1970	27	9	132	*116*	32	9	93	99	- 3	2
Percentage increase			*34*	—			*-10*	—		

r Revised following the receipt of later information.

HIRE PURCHASE, *continued*

year so far. Within the latter category there was a 13 per cent rise in sales by radio and electrical goods shops, which also is not very different from the average for the year so far.

Other instalment credit retailers

Instalment credit sales in May by general mail order houses, which account for most of the credit business of this group of retailers, were 2 per cent higher than a year earlier, a smaller increase than was recorded, on average, in recent months.

Debt outstanding to this group of retailers rose by £5 million during the month.

Table 3. Hire purchase and other credit instalments outstanding

£ million end period

Owed directly to		Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	250
	1969	246	243	240	238	242	239	237	238	237	238	241	245
	1970	246	244	240	240	241							
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	31
	1969	30	30	28	28	27	27	28	27	27	27	28	31
	1970	30	30	28	28	28							
Finance Houses	1966	881	884	885	894	905	909	915	898	873	849	827	797
	1967	782	770	758	754	750	754	765	771	774	784	795	782
	1968	784	793	807	809	815	816	820	825	823	823	823	808
	1969	800	798	801	804	804	810	809	811	808	804	800	787
	1970	780	783	787	804	815							
Total	1966	1,239	1,238	1,230	1,234	1,242	1,238	1,241	1,217	1,186	1,157	1,134	1,104
	1967	1,083	1,063	1,044	1,035	1,027	1,026	1,035	1,037	1,038	1,049	1,064	1,058
	1968	1,059	1,068	1,082	1,082	1,088	1,084	1,086	1,090	1,089	1,093	1,099	1,089
	1969	1,076	1,071	1,069	1,070	1,073	1,076	1,074	1,076	1,072	1,069	1,069	1,063
	1970	1,056	1,057	1,055	1,072	1,084							
Other instalment credit retailers†	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	222
	1969	211	206	203	201	204	203	195	191	189	195	208	232
	1970	226	223	218	215	220							
GRAND TOTAL	1966	1,419	1,412	1,402	1,405	1,415	1,409	1,408	1,380	1,351	1,327	1,314	1,302
	1967	1,271	1,247	1,225	1,214	1,205	1,201	1,205	1,204	1,206	1,222	1,250	1,266
	1968	1,255	1,259	1,271	1,272	1,276	1,271	1,268	1,269	1,268	1,278	1,296	1,311
	1969	1,287	1,277	1,272	1,271	1,277	1,279	1,269	1,267	1,261	1,264	1,277	1,295
	1970	1,282	1,280	1,273	1,287	1,304							

† Comprising general stores (other than department stores), general mail order houses and co-operative non-durable goods departments.

Table 4. Retailers: Instalment credit sales of selected kinds of business

Index numbers of value of goods sold on hire purchase and other instalment credit per week ***percentage increases compared with a year earlier***

Average of 1961 = 100

(H.P. and other instalment credit sales in 1961 £ million)	Total of Selected kinds of Business (§)		Durable Goods shops Total (†)		Department Stores		Other instalment Credit Retailers					
							Other General Stores (‡) (£72)		General Mail Order Houses (£201)		Co-operative Societies non-durable goods departments (£43)	
	(£673)		(£303)		(£54)							
1966	124	− 3	93	−17	103	− 1	125	− 6	184	11	93	− 2
1967	128	3	94	2	108	5	119	− 4	195	6	92	− 2
1968	137	7	102	8	115	7	120	1	210	8	93	1
1969	136	− 1	94	− 7	118	3	117	− 3	219	4	91	− 2
1966 1st quarter	115	2	97	− 9	95	8	96	−12	162	14	71	− 1
2nd quarter	119	—	90	−14	97	1	120	2	176	8	86	− 5
3rd quarter	111	− 6	86	−19	92	− 6	108	− 7	160	8	83	− 5
4th quarter	152	− 7	97	−26	128	− 5	176	− 6	237	6	134	1
1967 1st quarter	108	− 6	81	−17	89	− 6	90	− 6	170	5	69	− 2
2nd qusrter	118	− 1	83	− 8	96	− 1	110	− 8	186	6	84	− 3
3rd quarter	116	5	93	7	100	8	103	− 4	167	4	82	− 1
4th quarter	170	12	122	25	148	15	175	− 1	256	8	131	− 2
1968 1st quarter	129	20	111	38	105	18	96	7	188	10	69	—
2nd quarter	124	6	86	4	104	8	110	—	201	8	85	2
3rd quarter	120	4	96	4	102	3	102	− 1	175	5	84	2
4th quarter	173	2	113	− 7	149	1	174	—	278	8	132	1
1969 1st quarter	116	−10	87	−22	98	− 7	89	− 7	187	− 1	65	− 7
2nd quarter	129	4	88	2	112	8	112	2	210	5	86	—
3rd quarter	120	—	91	− 6	107	4	95	− 7	187	7	83	− 1
4th quarter	178	3	113	− 1	156	5	175	1	294	6	131	− 1
1970 1st quarter	126	8	94	8	100	3	90	1	207	11	67	4
1969 December*	184	2	115	3	185	4	217	—	280	2	171	− 8
1970 January	114	6	94	7	117	—	89	6	163	8	60	4
February	136	19	99	14	98	9	92	1	233	28	61	11
March*	128	2	90	5	89	—	90	− 3	221	1	78	1
April	140	12	93	12	114	—	107	5	243	17	81	− 4
May	139	3	97	6	131	7	126	—	220	2	94	1

British commercial representatives overseas

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British commercial officers in the countries they visit *and should telephone the Embassy, High Commission or Consulate on arrival and fix an appointment so that they are seen as soon as possible by the officer concerned.* The commercial officers can be of considerable assistance to British business visitors, and prior notice of a visit given to Export Services Division will enable them to prepare in advance information required by a visitor and often to arrange appointments for him. The following list gives the names and addresses of officers in charge of commercial work.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Division (Tel. 01-248 5757, Ext. 7146) (Telex 886143).

POSTE RESTANTE AND TELEX FACILITIES. Businessmen visiting overseas markets may, if they wish, have their mail addressed care of the Commercial Department of the British Embassy/High Commission/Consulate in the country they are visiting. This facility is available during normal business hours only and businessmen intending to use it are requested to give adequate notice to the overseas Commercial Department beforehand, or alternatively advise their nearest Board of Trade Regional Office or the Export Services Division of the Board of Trade in London. Where public telex facilities are not freely available, commercial departments will, if possible, allow visiting businessmen who wish urgently to get in touch with their firms to use the post's Telex facilities on a repayment basis.

THIS LIST is prepared by Export Services Division of the Board of Trade and published *quarterly* in the *Board of Trade Journal.* Inquiries relating to the list should be made to Export Services Division at the address below (Tel. 01-248 5757, Ext. 7113).

AFGHANISTAN – Mr. A. B. N. Morey, Second Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 30511/3.)

ALGERIA – Mr. S. Relton, First Secretary (Commercial), British Embassy, Résidence Cassiopée, Bâtiment B., 7, Chemin de Glycines, ALGIERS (Postal address: B.P.25, Alger R.P.) Tel. 60.56.01-04.) (Telex 91872 a/b Prodrome Alger.)

ANGOLA (Portuguese West Africa) – Mr. H. M. Carless, Consul-General, British Consulate-General, Rua Diogo Cao No. 4, Caixa Postal No. 1244, LUANDA. (Tel. 27838, 22487.)

ARGENTINA – Mr. J. L. Taylor, Counsellor (Commercial), British Embassy, Luis Agote 2412, BUENOS AIRES. (Postal address Casilla de Correo 2050, Buenos Aires.) (Tel. 80-7071/79.) (Telex 1666 a/b 12 1666AR Proba.)

AUSTRALIA – Mr. H. B. C. Keeble, C.M.G., Minister (Commercial); British High Commission, Commonwealth Avenue, CANBERRA, A.C.T. 2600. (Tel. 730422.) (Telex AA62043 a/b Ukrep AA62043.)

SYDNEY – Mr. R. E. Gamble, O.B.E., Counsellor (Commercial) British High Commission, Gold Fields House, Sydney Cove, Sydney, N.S.W. 2000, (Tel. 27-7521.) (Telex AA 20680 a/b Sydney Ukrep AA 20680.)

MELBOURNE – Mr. R. W. B. Carter, C.M.G., Deputy High Commissioner, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, Victoria 3000. (Tel. 67-7254, 67-8601 (9 lines).) (Telex AA 30660 a/b Melbourne Ukrep AA 30660.)

BRISBANE – Mr. F. S. Fielding, O.B.E., Deputy High Commissioner, British High Commission, M.L.C. Building, 243 Edward Street, Brisbane, Queensland 4000. (Tel. 21.4933/6.) (Telex AA40556 a/b Ukrep AA40556.)

PERTH – Mr. A. H. Birch, C.M.G., O.B.E., Deputy High Commissioner, British High Commission, ANZ House, 7th Floor, 84 St. George's Terrace, Perth, Western Australia 6000. (Tel. 21-5120 and 21-5128/9.) (Telex AA92493 a/b BHC WA AA92493.)

ADELAIDE – Mr. R. E. Jones, Deputy High Commissioner, British High Commission, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide, South Australia 5000. (Tel. 51.5982.) (Telex AA82543 a/b Ukrep AA82543.)

IMPORTANT

THE INFORMATION given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade or to Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) (Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

AUSTRIA – Mr. P. H. Scott, Counsellor (Commercial) and Consul-General), British Embassy, Reisnerstrasse 40, 1030, VIENNA. (Tel. 73.15.75/9.) (Telex 13410 a/b 13410 Britemb A.)

BAHAMAS – Mr. S. J. Towlson, British Trade Commissioner, British Trade Commission, P.O. Box 4600, E. D. Sassoon Building, Parliament Street, NASSAU. New Providence, Bahamas. ('Tradcom, Bahamas.') (Tel. 21003.)

BAHRAIN – Mr. D. L. Hardinge, Second Secretary (Commercial), H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, MANAMA. (Postal address: P.O. Box 114, Bahrain.) ('Political Bahrain.' (Tel. 3597.) (Telex GJ216 a/b PROD BAH GJ216.)

BARBADOS – Mr. R. B. Crowson, First Secretary, British High Commission, 147/9 Roebuck Street (P.O. Box 676c), BRIDGETOWN. (Tel. 63525.) (Telex WB219 a/b Ukrep, BRI WB219.)

BELGIUM – Mr. G. F. Hiller, C.M.G., D.S.O., Counsellor (Commercial), British Embassy, Britannia House, Rue Joseph II, 28, B-1040 BRUSSELS. (Tel. 19.11.65.) (Telex 23462 a/b Prodrome Bruxls.)

ANTWERP – Mr. R. A. Clinton-Thomas, C.B.E., Consul-General, British Consulate-General, Frankrijklei, 105, ANTWERP B-2000. (Tel. 326940.) (Commercial correspondence should be addressed in the first instance to the Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4, or to the British Embassy, Brussels, 4.)

TELEGRAPHIC ADDRESS unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

BOLIVIA – Mr. D. J. Moss, First Secretary (Commercial), British Embassy, Avenida Arce 2740, Casilla 694, LA PAZ. (Tel. 29400 and 29404.) (Telex BX 5228 a/b Prodrome BX 5228.)

BOTSWANA – Mr. W. F. Grieve, First Secretary, British High Commission, Private Bag 23, GABERONES. (Tel. 483/5.)

BRAZIL – Mr. J. C. Petersen, C.M.G., Minister (Commercial), British Embassy, Praia do Flamengo 284-2° Andar, RIO DE JANEIRO. (Postal address: Caixa Postal 669-ZC-00.) (Tel. 225-7252.) (Telex 31802 a/b Prodrome Rio.)

SAO PAULO – Mr. A. B. Ball, Consul (Commercial), British Consulate-General, Avenila Paulista 1938 (17 Andar), Sao Paulo. (Postal address: Caixa Postal 846.) Tel. 287 7722. (Telex 021846 a/b Britain SPO.)

BRUNEI – Mr. J. E. T. Thorne, First Secretary, H.M. High Commission, Jalan Residency, BRUNEI TOWN (UKREP BRUNEI.) (Tel. 2231.)

BULGARIA – Mr. W. F. B. Price, First Secretary (Commercial), British Embassy, Boulevard Marshal Tolbukhin 65-67, SOFIA. (Tel. 885361/2.) (Telex 363 a/b Prodrome Sofia.)

BURMA – Mr. W. B. J. Dobbs, First Secretary (Commercial), British Embassy, 80 Strand Road (P.O. Box 638), RANGOON. (Tel. 15700.)

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CAMEROON – Mr. P. J. Barlow, First Secretary, British Embassy, Le Concorde, Avenue de l'Intendence, Boite Postale 547, YAOUNDÉ. (Tel. 3192.) (Telex 8200 a/b Prodrome YDE.)

BUEA – Mr. C. F. Miller, M.B.E., Consul, British Consulate, 'Castella', P.O. Box 68, Buea. (Tel. 26223.) (Telex 5245 a/b Britain Buea.)

[NOTE: *The British Embassy at Yaoundé deals with matters relating to Government Departments and firms in Yaoundé. The British Consulate at Buea deals with all other commercial matters*]

CANADA – Mr. G. S. Whitehead, C.M.G., M.V.O., Minister (Commercial); Mr. R. W. Gray, Counsellor (Commercial), British High Commission, 80 Elgin Street, OTTAWA 4, Ontario. (Tel. 237-1530.) (Telex 013266 a/b Ukrep, OTT.)

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TORONTO – Mr. R. McC. Samples, D.S.O., O.B.E., Senior British Trade Commissioner; Mr. A. H. Spire, Deputy Senior Trade Commissioner, British Government Office, 8th Floor, 200 University Avenue, Toronto 110, Ontario. (Tel. 362-4401. (Telex 02-29531 a/b Ukrep, TOR.)

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Mr. A. Mortensen, British Consulate, The Quay, THORSHAVN, Faroe Islands. (Tel. Bryggjan 1690.)]

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HAMBURG – Mr. J. G. Purves, Consul-General, British Consulate-General, 2000 Hamburg, 13, Harvestehuderweg 8a. (Tel. 45 13 51/5.) (Telex 213562 a/b BRHBG D.)

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MUNICH – Mr. G. H. Baker, C.M.G., Consul-General, British Consulate-General, 8000 Munich 13, Akademiestrasse 7-9. (Tel. 338245/7.) (Telex 529959 a/b UKMUN D.)

STUTTGART – Mr. I. W. Bell, C.B.E., Consul-General, British Consulate-General, 7000 Stuttgart, Königstrasse 45. Tel. 293216/8.) (Telex 722397 a/b UKST D.)

GHANA – Mr. L. Reid, Counsellor (Economic and Commercial), British High Commission, Barclays Bank Building, High Street, P.O. Box 296, ACCRA. (Tel. 64651.)
[*The P.O. Box number must be used for all correspondence.*]

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GUYANA – First Secretary (Commercial), British High Commission, 44 Main Street, P.O. Box 625, GEORGETOWN. (Tel. 2881/3.) (Telex GY221 a/b Ukrep GY221.)

HONDURAS – Mr. H. A. Rogers, M.B.E., First Secretary and Consul, British Embassy, Apartado 290, Avenida La Paz, TEGUCIGALPA. (Tel. 2-0479/80.)

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ICELAND – Mr. D. H. Fowler, M.B.E., First Secretary, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883/4.) (Telex 2037 a/b UKREYK 1S.)

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MADRAS – Mr. V. C. Martin, Deputy High Commissioner, British High Commission, P.O. Box 3710, 150A Mount Road, Madras, 2. (Tel. 83136.)

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Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

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ISRAEL – Mr. G. B. Chalmers, Counsellor (Commercial), British Embassy, 192 Hayarkon Street, TEL AVIV. (Tel. 249171-5.) (Telex 559 a/b R. Prodrom TLVIV.)

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[*Milan is the senior commercial post and central point for British trade promotion work in Italy.*]

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[*NOTE – The words *'Tripoli/Benghazi, Libya'* should *not* appear after the B.F.P.O. number as this can give rise to delay.]

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NORWAY – Mr. G. A. Crossley, Counsellor (Commercial/Economic), British Embassy, Thomas Heftyesgate 8, OSLO, 2, (Tel. 56.38.90/7.) Telex 11575 a/b 11575 UKOSL N.)

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KARACHI – Mr. S. C. Stout, Deputy High Commissioner; Mr. A. C. Dugdale, First Secretary (Commercial), British High Commission, First Floor, Finlay House, McLeod Road, Karachi. (Tel. 230921 (10 lines).)

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QATAR – Mr. P. J. Hurr Second Secretary (Commercial), H.M. Political Agency, P.O. Box 3, DOHA. (Political Qatar.) Tel. 22637.) (Telex DH 205 a/b. Political DH 205.)

RUMANIA – Mr. J. H. Walsh, O.B.E., First Secretary (Commercial), British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11.16.35/6.) (Telex 011-295 a/b Prodrome BUC.)

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SIERRA LEONE – Mr. C. W. S. Dexter, Second Secretary (Commercial), British Trade and Information Centre, 4th Floor, Leone House, Westmoreland Street, FREETOWN. (Tel. 4096.) (Telex 235 a/b Ukrep FTN 235.)

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SOMALI REPUBLIC – Mr. D. C. Lees, Second Secretary and Vice Consul, British Embassy, Via Londra 7/8, P.O. Box 1036, MOGADISHU. (Tel. 2288.)

SOUTH AFRICA, REPUBLIC OF – Mr. S. J. Gross, C.M.G., Minister; Mr. A. C. McCarthy, First Secretary (Economic), British Embassy, 6 Hill Street, PRETORIA. (Tel. 74-3121.) (Telex 44641 a/b 44641 PR.)

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[*Johannesburg is the senior commercial post and the central point for British trade promotion work in South Africa.*]

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DURBAN – Mr. H. N. Pullar, C.B.E., Consul-General, British Consulate-General, 7th Floor, Barclays Bank Building, Field Street, Durban. (Tel. 313131 (five lines).) Telex 6-7428 a/b 6-7428 DN.)

PORT ELIZABETH – Mr. J. D. Lewis, Consul, British Consulate, The Standard Bank Building, 7th Floor, 32/36 Main Street, P.O. Box 917, Port Elizabeth. Tel. 2-9549/50.)

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SEVILLE – Mr. F. A. Reynolds, Consul-General, British Consulate-General, Calle Mendez Nunez 21 (4th Floor), Seville. (Tel. 228875.) (Telex 72172 a/b 72172 BRSEV E.)

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Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

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SWAZILAND – Mr. A. G. Elgar, O.B.E., Head of Chancery, British High Commission, Alister Miller Street, MBABANE. (Postal address: British High Commission, Private Bag, Mbabane.) (Tel. 2581.) (Telex SAX 39, a/b SAX 39.)

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TRINIDAD AND TOBAGO – Mr. C. A. Thompson, Counsellor (Commercial), British High Commission, Furness House, 90 Independence Square, P.O. Box 778, PORT OF SPAIN, Trinidad. (Tel. 52861/6.) (Telex POS 224 a/b Ukrep 224.)

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ABU DHABI – Mr. M. J. Copson, Second Secretary (Commercial); HM Political Agency, P.O. Box 248, Abu Dhabi. (Tel. 2305/7.)

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IMPORTANT

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VIETNAM – Mr. D. A. Clayton, Second Secretary (Commercial), British Embassy, 25 Boulevarde Thong Nhut, P.O. Box No. 1, SAIGON. (Tel. 23441/2.)

YUGOSLAVIA – Mr. J. A. Molyneux, Counsellor (Commercial), British Embassy, Ulica Generala Zdanova 46, BELGRADE. (Tel. 645.055.) (Telex 11468 a/b 11468 YU Probel.)

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ZAMBIA – Mr. J. B. Whittington, First Secretary (Commercial), British High Commission, Nationalist Road, P.O. Box RW50., LUSAKA. (Tel. 51122.) (Telex LS 4115 a/b Ukrep ZA 4115.)

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BRITISH HONDURAS: The Permanent Secretary, Ministry of Trade and Industries, P.O. Box 485, BELIZE CITY. (Tel. 3476.)

FALKLAND ISLANDS: The Colonial Secretary, STANLEY.

GIBRALTAR: Mr. E. H. Davis, C.M.G., O.B.E., The Financial Secretary, Government Secretariat, Gibraltar. (Tel. 2971, Ext. 51.) (Telex 223 a/b Secretariat Gibraltar.)

GILBERT AND ELLICE ISLAND COLONY: The Accountant - General, Treasury Department, Bairiki, TARAWA, Gilbert Islands.

GUINEA: Mr. John Buhagiar, c/o Paterson Zochonis Guinée S.A., B.P. 598, CONAKRY, Republic of Guinea. (Tel. 425/21, 431-02.)

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127, ST. JOHN'S, Newfoundland.

NEW HEBRIDES: Mr. C. H. Allan, O.B.E., C.M.G., Resident Commissioner, VILA.

SAMOA: Mr. P. W. H. Kelly, O.B.E., c/o Western Samoa Trust Estate Corporation, P.O. Box 1166, APIA, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, MAHE, Seychelles.

ST. HELENA; Collector of Customs, The Colonial Treasurer's Office, The Castle, Island of St. Helena, South Atlantic Ocean.

SOLOMON ISLANDS, BRITISH PROTECTORATE: The Comptroller of Customs and Excise, Customs Headquarters, P.O. Box 201, HONIARA, British Solomon Islands Protecorate.

TASMANIA: Mr. W. T. Loney, National Mutual Buildings, 119 Macquarie Street, HOBART. (Postal address: G.P.O. Box 1068L, Hobart.) (Tel. Hobart 2-2776/7.)

TONGA: Mr. A. C. Reid, C.M.G., C.V.O., British High Commissioner, British High Commission, NUKUALOFA.

Guide to countries in which towns are situated

Place	*Country*
Aarhus	Denmark
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Addis Ababa	Ethiopia
Adelaide	Australia
Aden	Southern Yemen
Alberta	Canada
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Antwerp	Belgium
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Baltimore	United States
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize City	British Honduras
Benghazi	Libya
Benin City	Nigeria
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brunei Town	Brunei
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	United Arab Republic (Egypt)
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Conakry	Guinea, Republic of
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Dar-es-Salaam	Tanzania
Delhi	India
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
Edmonton	Canada

Place	*Country*
Florence	Italy
Floriana	Malta
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Gaberones	Botswana
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Gothenburg	Sweden
Guatemala City	Guatemala
Hague, The	Netherlands
Halifax	Canada
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Ibadan	Nigeria
Istanbul	Turkey
Jedda	Saudi Arabia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kota Kinabalu	Malaysia
Kuala Lumpur	Malaysia
Kuching	Malaysia
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenco Marques	Mozambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbashi	Democratic Republic of Congo
Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmo	Sweden

Place	*Country*
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
Maseru	Lesotho
Mbabane	Swaziland
Melbourne	Australia
Mexico City	Mexico
Miami	United States
Milan	Italy
Mogadishu	Somali Republic
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	USSR
Munich	Germany
Muscat	Muscat & Oman
Naples	Italy
Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New York	United States
Nice	France
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Paramaribo	Surinam
Palermo	Italy (Sicily)
Palma de Mallorca	Spain (Balearic Islands)
Panama City	Panama
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Pehn	Cambodia
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port of Spain	Trinidad
Portland	United States
Port Louis	Mauritius
Prague	Czechoslovakia
Pretoria	South Africa
Quebec City	Canada
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Rawalpindi	Pakistan
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Saigon	Vietnam
St. John's	Newfoundland (Canada)
St. Louis	United States
Salonika	Greece
San Francisco	United States
San Jose	Costa Rica
San Juan	Puerto Rico (U.S.A.)
San Salvador	El Salvador
Santa Cruz de Tenerife	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Sofia	Bulgaria

Place	*Country*
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji
Sydney	Australia
Taipei	Taiwan
Tamsui	Taiwan
Tananarive	Malagasy Republic
Tangier	Morocco
Tarawa	Gilbert and Ellice Islands
Tegucigalpa	Honduras
Tehran	Iran
Tel Aviv	Israel
The Hague	Netherlands
Thorshavn	Faroe Islands (Denmark)
Tokyo	Japan
Toronto	Canada
Tripoli	Libya
Tunis	Tunisia
Turin	Italy
Ulan Bator	Mongolia
Valencia	Spain
Vancouver	Canada
Venice	Italy
Vienna	Austria
Vientiane	Laos
Vigo	Spain
Warsaw	Poland
Washington	United States
Wellington	New Zealand
Windhoek	South West Africa
Winnipeg	Canada
Yaoundé	Cameroon
Zagreb	Yugoslavia
Zurich	Switzerland

Board of Trade Regional Organization

For information and guidance on export matters you are invited to get in touch in the first instance with the Regional Office covering your area. The names of Export Directors, and the addresses, subscriber trunk dialling codes and telex number of the Regional Offices of the Department, and of the Ministry of Commerce (Northern Ireland), are given below

Northern Region

Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.

D. P. Dick, Wellbar House, Gallowgate, Newcastle-upon-Tyne. NE1 4TJ (Tel. Newcastle 27575. TELEX 53178).

Yorkshire and Humberside Region

The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)

J. Lister, City House, New Station Street, Leeds. LS1 4JQ (Tel. Leeds 38232. TELEX 55472).

North Western Region

Cheshire, the High Peak District of Derbyshire (viz., the borough of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.

N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, M1 4AT (Tel. 061 236-2171. TELEX 66104).

Midland Region

Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln, Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire).

J. F. J. Jardine, Five Ways House, Islington Row, Birmingham 15 (Tel. 021-643 8221. TELEX 337021).

Eastern Region and London (E, EC, N, WC postal districts)

Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.

L. C. W. Figg, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 6271. TELEX 25991).

South Eastern Region and London (NW, W, SE and SW postal districts)

Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Middlesex, Surrey and Sussex.

C. G. Cruickshank, Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 4355. TELEX 25991).

South Western Region

Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.

L. Eggleton, MBE, The Pithay, Bristol BS1 2NE.
(Tel. Bristol 21071. TELEX 44214).

Wales

The whole of Wales and Monmouthshire.

G T. Plant, Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. 0222 62131. TELEX 49267).

Scotland

The whole of Scotland.

V. F. Kimber, 314 St. Vincent Street, Glasgow, C3
(Tel. 041-248 2855. TELEX 77583).
District Office: 29a High Street, Inverness.
(Tel. Inverness 30867).

Northern Ireland

Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY (Tel. 34488. TELEX 74578).

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s**. (2*s.* 4*d.*), No. 11 Money for Efforts **1s. 9d**. (2*s.* 1*d.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 4*d.*). No. 13 The Supervisor and His Job **3s. 6d.** (3*s.* 10*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 4*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 10*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 10*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 7*d.*), No. 18 Work Flow in Batch Production **3s.** (3*s.* 3*d.*)

Prices in brackets include postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol or through any bookseller.

HMSO

Table 4 – *continued*

(H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops								Furniture Shops						Other Durable Goods Shops			
	Total (£303)		Multiples (£161)		Independents (£110)		Co-operative Societies (£32)		Total (excluding Co-operative Societies) (£128)		Multiples (£62)		Independents (£65)		Total (excluding Co-operative Societies) (£143)(‖)		Radio and electrical, etc. goods shops (¶) (£82)	
1966	93	-17	100	-15	82	-19	95	-19	93	-15	94	-15	92	-15	92	-19	76	-21
1967	94	2	104	4	81	- 1	91	- 4	88	- 5	86	- 8	90	- 2	101	9	82	7
1968	102	8	113	8	87	8	96	5	90	2	87	1	94	4	113	13	90	11
1969	94	- 7	107	- 5	78	-10	84	-12	81	-11	79	- 9	82	-12	109	- 4	84	- 7
1966 1st quarter	97	- 9	101	- 9	90	- 9	106	- 7	95	- 2	95	3	96	- 6	97	-14	85	- 9
2nd quarter	90	-14	97	-13	79	-14	96	-14	91	-10	93	-11	89	- 8	88	-17	73	-18
3rd quarter	86	-19	96	-16	73	-23	84	-24	88	-18	90	-17	86	-18	85	-19	66	-24
4th quarter	97	-26	106	-22	86	-30	93	-31	98	-26	98	-28	98	-25	98	-24	81	-30
1967 1st quarter	81	-17	88	-13	71	-21	79	-26	76	-21	73	-23	78	-18	85	-12	70	-18
2nd quarter	83	- 8	93	- 5	69	-12	80	-16	76	-16	74	-20	79	-11	89	1	68	- 6
3rd quarter	93	7	103	8	78	7	89	5	84	- 5	79	-12	88	2	101	19	81	24
4th quarter	122	25	134	26	105	23	116	26	117	20	118	20	117	19	127	30	107	33
1968 1st quarter	111	38	121	39	98	39	107	36	96	27	92	26	100	28	125	48	101	46
2nd quarter	86	4	98	6	71	3	77	- 4	80	5	80	8	81	3	93	5	72	6
3rd quarter	96	4	109	6	79	1	90	1	83	- 1	79	—	86	- 2	109	8	84	4
4th quarter	113	- 7	123	- 8	101	- 4	109	- 7	101	-13	96	-19	107	- 9	125	- 1	104	- 3
1969 1st quarter	87	-22	95	-21	77	-22	78	-27	71	-26	66	-28	77	-24	102	-18	83	-19
2nd quarter	88	2	102	4	69	- 3	77	—	78	- 3	80	—	75	- 7	99	9	71	- 2
3rd quarter	91	- 6	104	- 5	74	- 6	79	-11	77	- 7	74	- 7	79	- 8	105	- 4	79	- 6
4th quarter	113	- 1	127	3	95	- 7	104	- 5	97	- 4	95	- 1	99	- 8	129	3	104	1
1970 1st quarter	94	8	105	10	82	6	80	2	79	10	79	20	79	3	110	7	95	15
1969 December*	115	3	132	11	96	- 7	91	- 8	101	- 4	106	—	96	- 8	132	11	116	9
1970 January	94	7	101	10	86	3	85	2	80	5	74	13	86	- 1	108	8	99	22
February	99	14	111	16	87	10	76	13	83	15	87	24	80	7	118	13	102	17
March*	90	5	102	5	74	6	79	- 4	74	11	77	22	72	3	105	2	86	8
April	93	12	106	11	75	14	89	11	80	9	85	10	75	9	106	13	83	13
May	97	6	112	5	76	5	92	15	81	—	85	—	78	—	112	9	84	13

(†) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (‡) Includes credit traders calling on customers. (§) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (‖) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists.) (¶) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month *and percentage increases compared with a year earlier*

Monthly average 1966 = 100

(£ million 1966)	All goods (£670)		Private cars, new (£132)		Private cars, used (£250)		Commercial motor vehicles – new and used (£78)		Motor-cycles, side-cars, power assisted cycles (£16)		Caravans new and used (£15)		Farm equipment and tractors (£11)		Industrial and building plant and equipment (£80)		Household goods (†) (£34)		Other goods (£54)	
1966	100		100		100		100		100		100		100		100		100		100	
1967	111	11	116	16	117	17	103	3	105	5	95	- 5	98	- 2	113	13	106	6	96	- 4
1968	115	3	110	- 5	117	—	117	14	109	4	118	23	95	- 3	110	- 3	127	20	117	22
1969	105	- 9	91	-18	101	-14	128	9	77	-29	114	- 4	96	1	105	- 5	107	-16	128	10
1966 1st quarter	118	- 2	130	-11	115	—	118	6	113	- 9	90	-12	87	30	115	1	116	-11	116	13
2nd quarter	129	- 9	142	-18	138	- 5	125	2	154	-22	133	- 1	105	21	114	- 9	101	-17	101	-12
3rd quarter	89	-21	83	-31	89	-23	89	- 4	92	-36	114	- 4	125	5	90	-17	90	-18	90	-14
4th quarter	64	-32	44	-48	58	-36	69	-25	41	-58	63	-17	83	-17	84	-15	94	-27	93	-16
1967 1st quarter	87	-26	83	-36	81	-30	91	-23	53	-53	80	-11	81	- 7	108	- 6	100	-14	94	-19
2nd quarter	113	-13	106	-25	115	-17	114	- 9	138	-10	114	-14	89	-15	127	12	96	- 5	98	- 2
3rd quarter	129	44	139	68	151	70	101	13	135	46	115	1	120	- 4	111	23	100	11	91	—
4th quarter	117	82	133	202	122	111	104	52	92	126	72	16	101	22	107	27	127	35	100	8
1968 1st quarter	129	49	139	67	131	63	133	46	103	96	110	38	85	5	122	13	136	36	121	29
2nd quarter	116	3	102	- 4	121	5	121	6	126	- 9	140	22	85	- 5	116	- 9	113	19	121	23
3rd quarter	113	-12	108	-22	123	-19	102	1	128	- 5	141	23	104	-14	98	-12	121	21	105	16
4th quarter	101	-14	92	-31	93	-24	112	7	79	-15	79	9	108	7	104	- 2	139	9	119	19
1969 1st quarter	102	-21	92	-34	96	-27	131	- 2	63	-39	92	-17	85	1	101	-17	116	-14	129	7
2nd quarter	114	- 2	103	1	114	- 6	139	15	93	-26	152	8	95	11	104	-10	99	-13	133	10
3rd quarter	106	- 6	95	-12	105	-14	118	16	90	-30	124	-12	103	- 1	108	10	98	-19	123	17
4th quarter	96	- 5	72	-21	89	- 4	124	10	64	-19	87	9	103	- 5	106	1	116	-16	126	5
1970 1st quarter	112	9	100	9	101	5	142	9	70	12	99	7	91	7	118	17	116	—	154	19
1969 December	85	8	56	- 8	75	20	115	20	43	15	60	5	98	-12	95	- 7	117	- 9	138	22
1970 January	100	4	87	11	85	1	128	6	57	18	71	15	78	-24	107	5	127	7	154	10
February	110	14	94	7	104	9	137	10	71	20	100	21	112	81	113	32	106	—	151	32
March	125	8	118	7	114	4	162	10	82	3	125	- 5	84	- 8	133	16	114	7	158	19
April	141 r	18 r	127 r	10 r	130 r	10 r	186 r	31 r	100	8	160 r	- 6 r	118 r	24 r	146 r	38 r	115	19	177 r	38 r
May	130	16	112	15	119	7	159	15	121	27	150	9	89	- 3	138	41	105	2	188	37

(†) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.
r Revised following the receipt of later information.

Turnover of the catering trades, laundries and dry cleaners and hairdressers in May

Note: *All figures in this commentary are at current prices.*

THE TURNOVER of the catering trades in May was 13 per cent more than in May last year. This reflects in part the effect of the Spring bank holiday, which fell in the May period this year but in the June period in 1969: in the four months January-April the average increase on a year earlier had been 7 per cent. The holiday may also have influenced the turnover of laundries and dry cleaners, which in May was 1 per cent more than a year earlier following an average increase of 2 per cent in the first four months. Hairdressers' turnover in May was 1 per cent less than in May 1969.

Catering trades

After allowing for seasonal movements, turnover in the catering trades in the three months ended May was 4 per cent higher than in the previous three months, continuing the upward trend noted in recent months. In May itself, the turnover was probably helped by the arrival of better weather.

Catering trades' turnover

Seasonally adjusted index numbers of sales per week 1964 = 100

	1968	1969	1970		
1st quarter	116	122	133		
2nd quarter	116	126			
3rd quarter	118	126		3 months ended February 1970	130
4th quarter	122	129		3 months ended May 1970	135

In all the principal sections of the catering trades, except canteens, turnover in May showed increases compared with a year earlier larger than the average in the first four months of the year. Public house turnover increased by 15 per cent in May, restaurants, cafes and fish and chip shops by 12 per cent and licensed hotels and holiday camps by 17 per cent compared with 8, 6 and 12 per cent respectively in the first four months of the year. Turnover in canteens, on the other hand, recorded a 2 per cent decrease in May: there had been no change between the first four months of 1969, taken together, and the corresponding period of 1970.

Laundries and dry cleaners

Turnover of both laundries and dry cleaners showed an increase in May on a year earlier of only 1 per cent, somewhat smaller than the increase recorded over the first four months of the year.

Hairdressers

The 2 per cent decrease in turnover compared with a year earlier shown by women's hairdressers in May was similar to their experience in most of the earlier months of the year. Men's hairdressers and men's hairdressers and tobacconists showed no change in turnover between May 1969 and May 1970.

Table 1. Catering

Index numbers of turnover per week *and percentage increase on a year earlier*† 1964 = 100

Kind of business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers (£1,985 million)	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969	126	107	128	145	123	108	104	109	124	124	136	147*	148	140	126	116	127
	1970		116				111	115	122	128	140							
	1969	*7*	*7*	*7*	*7*	*7*	*12*	*4*	*5*	*8*	*9*	*6*	*9*	*7*	*6*	*9*	*6*	*7*
	1970	*9§*	*9*				*3*	*10*	*12*	*3*	*13*							
Licensed hotels and holiday camps (£286 million)	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969	131	91	140	180	116	87	87	97	120	132	161	186*	191	165	130	107	142
	1970		103				95	99	113	127	154							
	1969	*8*	*9*	*9*	*6*	*9*	*14*	*6*	*8*	*12*	*11*	*6*	*8*	*6*	*4*	*7*	*8*	*11*
	1970	*13§*	*14*				*10*	*15*	*17*	*6*	*17*							
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969	122	104	123	147	116	103	103	105	120	116	130	145*	151	145	124	114	112
	1970		111				107	112	113	124	130							
	1969	*5*	*3*	*6*	*5*	*6*	*7*	*—*	*2*	*4*	*7*	*6*	*8*	*6*	*3*	*10*	*6*	*4*
	1970	*7§*	*7*				*4*	*8*	*8*	*3*	*12*							
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969	128	111	131	140	130	115	107	112	129	127	135	144*	142	135	127	118	141
	1970		123				118	120	129	132	145							
	1969	*9*	*9*	*8*	*9*	*8*	*14*	*6*	*6*	*8*	*10*	*7*	*11*	*9*	*8*	*10*	*6*	*8*
	1970	*10§*	*10*				*2*	*12*	*15*	*2*	*15*							
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969	113	120	113	104	117	119	119	123	111	116	111	99*	101	111	117	121	113
	1970		118				116	118	119	118	113							
	1969	*4*	*6*	*5*	*4*	*1*	*8*	*4*	*5*	*5*	*3*	*7*	*- 1*	*5*	*7*	*3*	*—*	*- 1*
	1970	*—§*	*- 2*				*- 2*	*—*	*- 3*	*6*	*- 2*							

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† The monthly periods consist of four weeks, except those marked * which are of five weeks. The May 1970 period was the four weeks from May 3, 1970, to May 30, 1970, the April 1969 period was from April 27, 1969 to May 24, 1969.

‡ Includes catering contractors other than outside catering contractors which are included with restaurants, etc.

§ January-April.

Table 2. Laundries and dry cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier*†

1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Laundries and Dry-Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	100	93	97	101	102	109	103	103*	101	104	106	104	92
	1970		98				96	100	98	110	110							
	1969	*1*	*1*	*2*	*2*	—	*4*	*- 1*	*1*	*2*	*4*	*1*	—	*1*	—	*2*	—	*- 2*
	1970	*2§*	*1*				*3*	*4*	*- 3*	*8*	*1*							
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	96
	1970		101				103	103	97	112	111							
	1969	*3*	*3*	*3*	*4*	*2*	*4*	*2*	*4*	*3*	*1*	*2*	*2*	*3*	*6*	*3*	*2*	—
	1970	*2§*	—				*4*	*3*	*- 5*	*11*	*1*							
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	96*	97	104	103	98	85
	1970		94				85	96	99	105	109							
	1969	*- 2*	*- 3*	—	*- 1*	*- 3*	*3*	*5*	*- 4*	*- 1*	*2*	*- 1*	*- 4*	*- 2*	*3*	—	*- 3*	*- 5*
	1970	*2§*	*2*				—	*5*	*1*	*2*	*1*							

For notes see Table 1.

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase on a year earlier*†

1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107*	108	103	105	104	107
	1970		101				99	101	102	103	106							
	1969	*1*	*3*	*1*	—	*- 1*	*5*	—	*3*	*1*	*4*	*- 1*	—	*1*	*- 1*	*2*	*1*	*- 5*
	1970	*- 1§*	—				*- 1*	*4*	*- 2*	*- 2*	*- 1*							
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969	108	100	105	112	115	101	98	99	102	103	109	112*	114	110	111	108	122
	1970		103				103	105	100	100	103							
	1969	*3*	*2*	*2*	*3*	*4*	*1*	*1*	*4*	*1*	*5*	—	*2*	*5*	*1*	*8*	*4*	*1*
	1970	*2§*	*3*				*2*	*7*	—	*- 2*	—							
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969	103	101	106	104	102	99	97	106	107	109	102	106*	106	101	102	102	102
	1970		100				97	99	103	105	107							
	1969	—	*3*	*1*	*- 1*	*- 3*	*7*	*- 1*	*2*	*1*	*4*	*- 1*	*- 1*	*- 1*	*- 2*	—	*- 1*	*- 7*
	1970	*- 1§*	*- 1*				*- 2*	*2*	*- 3*	*- 2*	*- 2*							

For notes see Table 1.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Gramophone Records for March 1970
Rubber for March 1970
Foam Backing, Foam Laminating and Fabric to Fabric Bonding for April 1970
Clothing for April 1970
Metal working Machine Tools for April 1970
Motor Cycles, Three-wheel Vehicles and Pedal Cycles for April 1970
Paper and Paper Making Materials for April 1970
Imported Timber for May 1970
Wood Chipboard for May 1970.

Quarterly at 7s. 6d. a year post free:

Floorcoverings for First Quarter 1970
Photographic Equipment for Fourth Quarter 1969
Hosiery and other Knitted Goods for First Quarter 1970
Agricultural Machinery for Fourth Quarter 1969
Toys, Games and Sports Equipment for First Quarter 1970.

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on March 18 on page 736.

Miscellaneous Series:

Monthly at £5 5s. a year post free:

Motor Vehicle Registrations for May 1970

Annually at 4s. a year post free:

Cinemas for 1969.

Civil Aviation Series:

Airport Activity for December and Year 1969
Air Passengers for December and Year 1969
Air Freight and Mail for December and Year 1969
Airline Operations for March 1970
Airline Operations for First Quarter 1970.

A complete list of titles in the Civil Aviation Series is as follows:

Airport Activity (M)
Air Passengers (M)
Air Freight and Mail (M)
Airline Operations (M)
Airline Operations (Q)
Domestic Passenger Traffic (Q)
Air Passengers – international and cabotage (Q).

Service and Distributive Series:

Monthly at £2 a year post free:

Food Shops for May 1970
Clothing and Footwear Shops for May 1970
Durable Goods Shops for May 1970
Miscellaneous Non-Food Shops for May 1970.

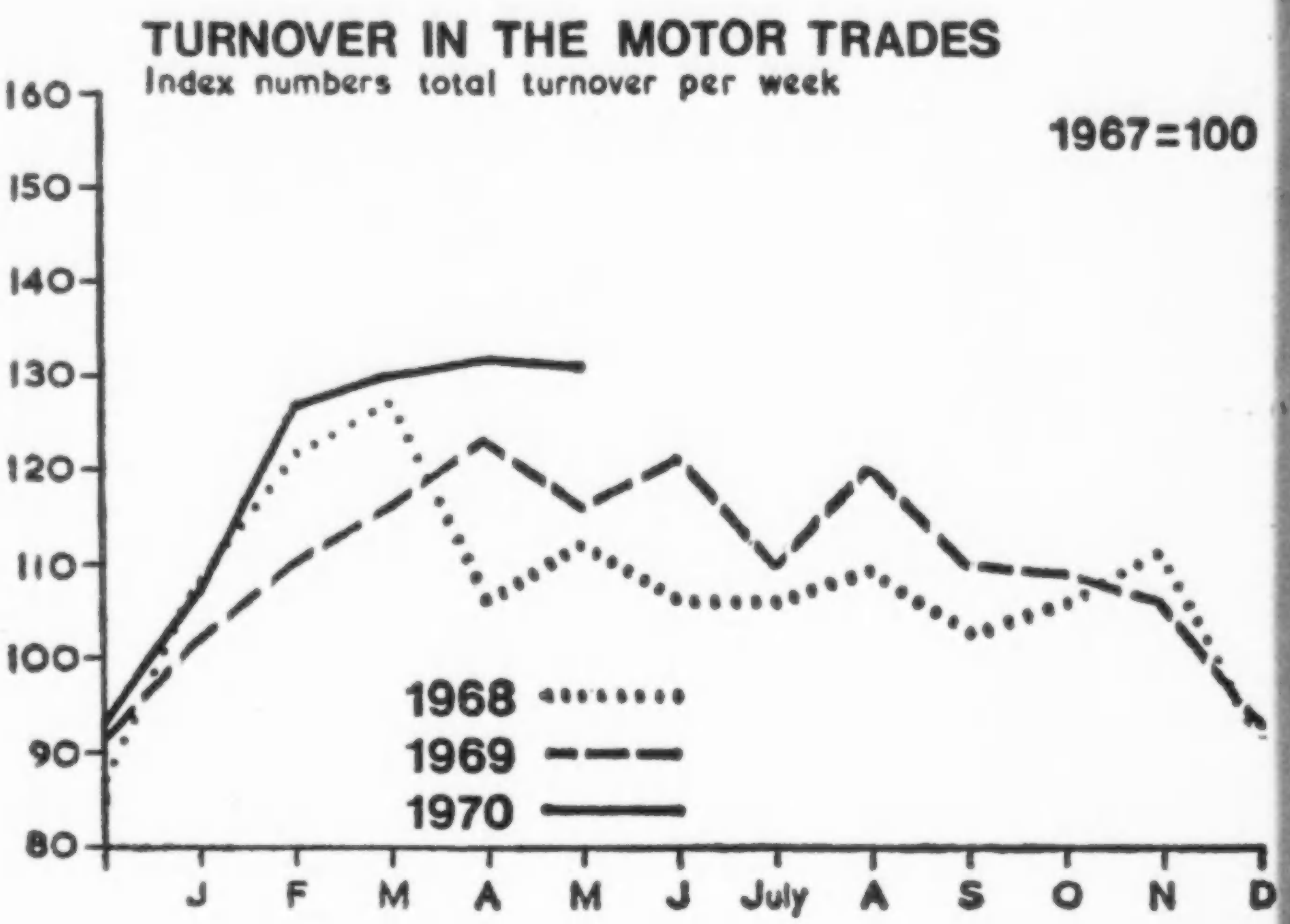
Turnover of the motor trades in May

THE TOTAL turnover of the motor trades in May was 13 per cent more by value than in the corresponding month of 1969: the average increase so far this year has been 10 per cent, but with considerable fluctuation from month to month.

Turnover in May may have been influenced by the Spring bank holiday which fell in the May sales period this year but in the June period in 1969.

Sales of new and secondhand motor vehicles in May were respectively 12 per cent and 14 per cent more than the relatively subdued levels a year ago. For sales of petrol, oil and accessories, together with receipts from servicing and repairs, the increase was 13 per cent.

As the index numbers are of turnover at current prices, all these comparisons include the effect of price increases.


TURNOVER IN THE MOTOR TRADES
Index numbers total turnover per week
1967=100

Index numbers of turnover per week and percentage increases on a year earlier (†)

1967 = 100

Kind of business (Turnover in 1967 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£4,198 million)	1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
	1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
	1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
	1970	125‡	122				107	127	130	132	131							
	1969	*2*	*− 8*	*11*	*7*	*1*	*− 6*	*− 9*	*− 9*	*16*	*3*	*13*	*5*	*11*	*6*	*3*	*− 4*	*3*
	1970	*§*	*11*				*5*	*15*	*12*	*7*	*13*							
Analysis of Turnover: Sales of new motor vehicles (£1,475 million)	1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
	1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
	1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
	1970	128‡	125				100	132	139	136	128							
	1969	*− 4*	*−21*	*17*	*8*	*−12*	*−24*	*−20*	*−19*	*39*	*—*	*14*	*3*	*16*	*3*	*7*	*−24*	*− 2*
	1970	*11§*	*12*				*3*	*15*	*16*	*4*	*12*							
Sales of secondhand motor vehicles (£766 million)	1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
	1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
	1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
	1970	116‡	112				92	119	121	125	123							
	1969	*− 3*	*−15*	*5*	*− 2*	*2*	*− 5*	*−20*	*−15*	*10*	*− 3*	*9*	*− 8*	*4*	*− 2*	*—*	*2*	*5*
	1970	*10§*	*10*				*4*	*15*	*11*	*6*	*14*							
All other sales and receipts (£1,958 million)	1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
	1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
	1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
	1970	127‡	123				118	126	126	131	136							
	1969	*9*	*7*	*9*	*11*	*8*	*11*	*7*	*4*	*4*	*8*	*14*	*11*	*9*	*11*	*11*	*9*	*6*
	1970	*10§*	*10*				*7*	*15*	*9*	*9*	*13*							

† The periods consist of four weeks except those marked * which are five weeks.
‡ Index numbers for period January to May 1970.
§ Percentage change for period January to May 1970 compared with the corresponding period for 1969.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times*
Monthly **5s.** (*by post* **5s. 6d.**). Annual subscription **£3 6s.** including postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Current statistics for new industries: correction

THE FIRST SENTENCE of the notice on the Business Statistics Office new series of quarterly production statistics (*Board of Trade Journal*, July 8, page 56) should read as follows: 'Quarterly statistics are to be made available for the following industries: toys, games and children's carriages, sports equipment, musical instruments: rubber, paper and board packaging, paper and board, wall coverings and manufactured stationery'.

The final sentence should read 'Firms employing 25 people and over will be approached except for the following industries – musical instruments and toys, games and children's carriages – where those employing 11 and over will be approached.'

British Film Fund Agency returns

THE BRITISH FILM FUND AGENCY has published the following information for the five weeks ended May 30, 1970:

	£	£
Distributors' earnings submitted		
High cost films	691,759	
Low cost films:		
Eligible (after multiplying by 2½)	44,499	
Not eligible for 2½ times rental	3,974	
		740,232
Films of less than 3,000 ft. (after multiplying by 2½)		35,631
		775,863
Levy collections paid to Agency by HM Customs and Excise to June 8, 1970, together with an estimate of collection approximately covering entertainments of five weeks ended May 30, 1970		£392,500

The seventh interim allocation for the thirteenth distribution period will be at the rate of 43 per cent.

Cinematograph Films Council annual report

THE 32nd annual report of the Cinematograph Films Council has been published by HMSO, price 1s. 3d.

Retailers' stocks in May

THE VALUE OF STOCKS held by retailers at the end of May showed an increase of 4 per cent over the corresponding month of last year; in volume terms there was a decrease of 1 per cent compared with May 1969. These changes seem to continue the recent trend, but may be partly affected by the later date for stocktaking this year.

Estimate of levels and percentage increases in retailers' stocks

Index numbers (end 1960 = 100) *and Percentage increase on a year earlier*

(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164	176	157
1969	151	155	168	166	170	168	162	168	167	179	192	169
1970	161	164	174	176	177							
1968	*2*	*2*	*5*	*5*	*6*	*6*	*8*	*8*	*9*	*10*	*11*	*13*
1969	*11*	*12*	*11*	*10*	*9*	*10*	*10*	*9*	*9*	*9*	*9*	*7*
1970	*7*	*5*	*4*	*6*	*4*							
At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136	146	130
1969	124	127	136	134	138	135	130	134	133	142	152	133
1970	126	128	135	135 r	136							
1968	*1*	*1*	*4*	*2*	*3*	*2*	*4*	*4*	*5*	*5*	*6*	*8*
1969	*5*	*6*	*5*	*5*	*4*	*5*	*5*	*5*	*4*	*4*	*4*	*3*
1970	*2*	*1*	*-1*	*1*	*-1*							

r Revised figure.

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, July 10, 1970.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Ned Kelly	Br/E 34963	101	July 6	United Artists Corporation Ltd.	Woodfall Ltd.
Flight of Fancy	Br/E 34965	30	July 8	Twentieth Century-Fox Film Co. Ltd.	Douglas Warth Productions.
The Executioner	Br/E 34966	111	July 9	Columbia Pictures Corporation Ltd.	Ameran Films Ltd.
Movietone News 2144	Br/E 34903	7	July 10	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2144A	Br/E 34904	7	July 10	,, ,,	,, ,,
				FOREIGN	
El Condor	F 34964	102	July 6	Carthay Center Distributors Ltd.	Carthay Continental Productions Inc.
Woodstock	F 34967	183	July 9	Warner Bros. Distributors Ltd.	Wadleigh-Maurice Ltd.

NOTE:
In the list of films registered during the week ended Friday, July 3, 1970 the title of the film 'Hoffmann' (Br/E 34955) should read: 'Hoffman', and the maker's name should read: Longstone Film Productions Ltd.

See also Registration of films: increase in fees, page 83.

NATIONAL RESEARCH DEVELOPMENT CORPORATION

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

ECGD insured turnover up 11 per cent in financial year 1969-70

THE FOLLOWING STATEMENT on the past financial year's results was issued on July 8 by Sir Anthony Percival, the Secretary of the Export Credits Guarantee Department.

The turnover of the Export Credits Guarantee Department in the financial year 1969-70 was 11 per cent up on that for the previous year and turnover in the last quarter of the year, reflecting the general increase in the value of United Kingdom exports, was an all-time record of £728 million. The percentage of total United Kingdom exports insured nevertheless dropped one point to 33 per cent, although the number of policies current increased through the year from 12,403 to 13,009.

Trading results

Provisional trading accounts for the year 1969-70 show a total surplus on 'commercial' and 'national interest' accounts of £22.6 million, compared with £13.4 million in the previous year, due principally to the growth in the total of potential liabilities and of the corresponding premium reserves.

Premiums on the 'commercial' account were £16.1 million (compared with £10.6 million in the previous year). Claims were a little lower at £11.1 million compared with £12.3 million, but recoveries were substantially lower at £6 million compared with £9.2 million. With interest reserves, etc., of £5.6 million, the cumulative reserve on the 'commercial' account rose by £12.7 million to £78.1 million.

The premium income of the 'national interest' account was £9.4 million compared with £5.4 million in the previous year. Claims were £1.9 million and recoveries £0.3 million. With interest of £2.3 million the cumulative reserve rose by £9.9 million to £38.5 million.

A substantial part of these reserves comes from premium income received on risks which may still have several years to run – and which should, therefore, be regarded as 'suspense account' funds until the outcome of that business is known.

In 1964, reporting a ratio of reserves to liabilities of 5.03 per cent, I said that the figure was 'a level at which we can operate with reasonable confidence – but only because we have the ultimate backing of the Consolidated Fund'. Today that ratio is 3.6 per cent, so that although our reserves are higher in absolute terms, they are lower when expressed as a proportion of our liabilities. This is not necessarily a matter of major concern but it suggests that there is no scope for a general cut in our premium rates which, on average, are, in any case, now less than half what they were in the mid-fifties.

The high incidence of claims due to failure of the buyer reported in the two previous years has shown some welcome improvement. On the 'commercial' account, these claims were down to £3.8 million compared with £5 million last year; claims due to government default or exchange delays were about £6 million.

The provisional trading accounts are summarized in the table below.

Business covered

New business insured in 1969-70 was approximately 11 per cent higher in value than in the previous year. Total United Kingdom exports, however, increased in the same period by roughly 17 per cent, and the proportion covered by ECGD fell one point to 33 per cent. New business covered under our 'commercial' account increased in the year from £2,202 million to £2,469 million, whereas new business covered under our 'national interest' account remained level at £227 million; this was in part due to the under writing of more Financial Guarantee business on the commercial account. [£79 million].

Guarantees to banks

Bank finance of exporters against our supplementary bank guarantees increased by 31 per cent, from £394 million in 1968-69 to £518 million last year. Advances against Financial and Buyer Credit Guarantees increased in the same period from £151 million to £211 million, so that the total amount of bank advances covered by ECGD rose 34 per cent from £545 million to £729 million. Within these totals, finance at Bank Rate for credits of less than two years increased from £273 million to £376 million, and finance at 5½ per cent on longer term credits increased from £272 million to £353 million.

Buyer credit cover

The extension of buyer credit cover to any capital goods' contracts valued at more than £1 million led to the issue of 18 such guarantees during the financial year, covering contracts totalling £137 million.

Market cover and premium rates

During the past year we have been able to ease the restrictions on the cover available for a number of markets, notably Indonesia, Sierra Leone and Nigeria.

We were able to reduce premium rates for business with Brazil, Cuba and Congo (Kinshasa).

An agreement with the United Arab Republic has been operative since June 1969; previously delays in payment had involved us in claims' payments.

Lines of credit

The past year saw further expansion of Lines of Credit: nine Lines of Credit were guaranteed for a total loan value of £52 million, for countries in South America, North Africa and Eastern Europe. The negotiation of lines of credit in advance of negotiations between the overseas government or purchaser and possible British suppliers enables the British firms to negotiate on matters of price, specification and delivery, which are within their own field, knowing that credit arrangements are already settled (provided they are acceptable to the individual buyers). It offers the buyer an assurance of credit on normal terms and the freedom to negotiate with any British supplier, and often to assemble a large project or buying programme from numerous smallish contracts without prejudicing the credit terms appropriate to the project as a whole.

£ million

	Commercial business		'National interest' business	
	1968-69 (Actual)	1969-70 (Provisional)	1968-69 (Actual)	1969-70 (Provisional)
Insurance account income:				
Premium	10·6	16·1	5·4	9·4
Recoveries	9·2	6·0	0·3	0·3
Interest	4·3	5·6	1·5	2·3
	24·1	27·7	7·2	12·0
Insurance account expenditure:				
Claims payments	12·3	11·1	2·1	1·9
Administration and services	3·5	3·8	0·3	0·3
	15·8	14·9	2·4	2·2
Insurance account balance	8·3	12·8	4·8	9·8
Bank Guarantee account balance†	+ 0·4	–0·1	–0·1	+ 0·1
Increase or decrease in Revenue balance	+ 8·7	+12·7	+ 4·7	+ 9·9
Cumulative reserve at beginning of year	56·7	65·4	23·9	28·6
Cumulative reserve at end of year	65·4	78·1	28·6	38·5

†Bank guarantee claims are normally recovered, either by payment of a claim under the insurance or by recourse to the exporter. A separate account is kept for bank guarantees; as this is largely a matter of 'leads and lags,' only the balance of this account is shown in the above tables.

ECGD STATUTORY RETURN

DURING THE quarter ended March 31, 1970 the Export Credits Guarantee Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1968 up to a maximum of £355,709,889 in respect of guarantees amounting to £529,863,480;

(b) under Section 2 of the Export Guarantees Act, 1968 up to a maximum of £165,074,289 in respect of guarantees amounting to £168,741,744.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in May showed a decrease of 5 per cent on a year earlier, compared with an increase of 6 per cent in March and a decrease of 5 per cent in April.

The value of stocks at the end of May was 2 per cent higher than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	*- 3*	..	..
1967	104	*- 5*	..	..
1968	108	*4*	..	..
1969	103	*- 5*	..	..
1968 2nd quarter	93	*3*	129	*- 6*
3rd quarter	105	*1*	146	*- 2*
4th quarter	132	*3*	126	*8*
1969 1st quarter	88	*-13*	153	*13*
2nd quarter	98	*5*	138	*7*
3rd quarter	100	*- 4*	157	*8*
4th quarter	124	*- 6*	147	*17*
1970 1st quarter	90	*2*	161	*5*
1969 May	96	*- 1*	149	*8*
June	90	*6*	138	*7*
July	76	*- 8*	149	*12*
August	93	*- 3*	153	*7*
September	131	*- 3*	157	*8*
October	141	*- 4*	139	*3*
November	118	*-14*	154	*15*
December	114	*1*	147	*17*
1970 January	60	*- 4*	140	*8*
February	92	*3*	154	*8*
March	119	*6*	161	*5*
April	103	*- 5*	146	*2*
May	92	*- 5*	151	*2*

Table 2. Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks‡
	May 1970	January-May 1970	May 1970
Women's knitted outerwear, blouses and skirts	*- 9*	*1*	*2*
Women's coats, costumes, furs and raincoats	*- 8*	*- 5*	*-13*
Women's underwear	*-18*	*-11*	*-19*
Women's hose and children's socks	*-11*	*-10*	*5*
Women's millinery	*- 1*	*- 4*	*-28*
Haberdashery, ribbons and wool	*- 9*	*-18*	*13*
Children's wear	*7*	*- 3*	*- 1*
Men's and boys' shirts, pyjamas and outfitting	*- 9*	*4*	*- 2*
Gloves	*-25*	*- 5*	*- 4*
Piece-goods and nets	*-49*	*-26*	*- 2*
Household textiles	*-65*	*-37*	*11*
Floor coverings, furniture and hardware	*10*	*9*	*6*
Total†	*- 5*	—	*2*

†Including some items not included among the sub-headings. ‡ Values at cost

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Production of man-made fibres in May

THE VOLUME of production of man-made fibres in May was 11 per cent more than in May 1969.

Total production by weight of man-made fibres in May was 4 per cent more than in May 1969 with output of continuous filament 2 per cent more and staple fibre 5 per cent more.

Man-made fibre production

Million lb. (†)

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1969	1,221·2	556·6	664·6
1969 1st quarter	312·8	143·9	168·9
2nd quarter	316·8	142·6	174·2
3rd quarter	277·3	126·9	150·3
4th quarter	314·3	143·1	171·2
1970 1st quarter	323·6	139·8	183·8
1969 January	107·6	50·5	57·0
February	96·4	45·0	51·4
March	108·8	48·3	60·5
April	104·7	46·3	58·3
May	109·9	49·9	60·0
1970 January	110·8	48·4	62·4
February	100·3	43·2	57·1
March	112·5	48·2	64·3
April	116·3	49·9	66·4
May	113·8	50·7	63·1

(†) From July 1967 the production figures for continuous filament yarn are on an 'actua weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight .

Index of the volume of production of man-made fibres

1963 = 100

1964	117	
1965	129	
1966	142	
1967	154	
1968	201	
1969	213	
	Actual	Seasonally adjusted
1969 1st quarter	216	204
2nd quarter	221	211
3rd quarter	199	220
4th quarter	216	218
1970 1st quarter	228	215
1969 July	205	217
August	190	225
September	203	218
October	211	218
November	225	223
December	212	213
1970 January	228	222
February	224	208
March	233	216
April	253	238
May	249	234

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1969 and may be subject to slight revision when the complete figures for 1970 have been incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

Government Publications

required by customers in North of England may be obtained quickly from

Her Majesty's Stationery Office, Brazennose Street, Manchester, 2

UK computer market during the first quarter of 1970

Output still at high level

TOTAL OUTPUT of electronic computers in the first quarter of 1970, although below the record level established in the last quarter of 1969, was still very high, according to figures supplied by the Ministry of Technology.

Total output, including repair and maintenance and the delivery of factored equipment, amounted to £66 million in the first quarter of 1970, compared with £67 million in the last quarter of 1969 and £48 million in the first quarter of that year.

Deliveries of hardware were well above the quarterly average for 1969 and exports, almost equalling the record fourth quarter figure, accounted for 32 per cent of the total.

Deliveries of computer hardware

£ million current prices

	British made			Factored			All machines		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1969 4th quarter	23·9	19·3	43·2	19·3	0·1	19·4	43·2	19·4	62·7
1970 1st quarter	28·3	19·2	47·5	13·5	0·1	13·6	41·8	19·3	61·1
Change £ million	4·4	–0·1	4·3	–5·8	—	–5·8	–1·4	–0·1	–1·6
%	*18*	*–1*	*10*	*–30*	—	*–30*	*–3*	—	*–3*

Erratic movements in factored equipment

It will be apparent that the slight fall in deliveries from the level of the fourth quarter of 1969 was due to factored equipment, which was down by 30 per cent, whereas deliveries of British-made machines showed an increase of 10 per cent. This is in line with the erratic behaviour of deliveries generally, and a reflection of the incidence of large systems.

Full details of deliveries and output in current price terms are given in Tables 1, 2 and 3.

Number of systems still high

The first two columns of Table 1 may be analyzed further to obtain the number of systems of different sizes which were delivered in the first quarter.

Digital computer systems delivered, First quarter 1970

Size of System	Home		Export	
	Number	Total Value £'000	Number	Total Value £'000
Under £5,000	49	178	110	446
£5,000- £19,000	194	1,962	31	350
£20,000- £49,000	80	2,094	49	1,184
£50,000-£119,000	51	3,902	33	3,330
£120,000-£249,000	36	6,176	16	2,550
£250,000-£499,000	9	2,795	6	2,251
£500,000-£999,000	4	2,560	2	1,135
Over £1 million	—	—	—	—
Unclassified	45	3,585	—	—
Total	468	23,252	247	11,246

The pattern is very much the same as in 1969, namely a large number of systems below £20,000 accompanied by several in excess of £250,000.

Sharp increase in orders on hand

Orders on hand at March 31, 1970, amounted to £322 million, an increase of £27 million or 9 per cent over the figure at the end of 1969.

Details are given in Table 4 from which it appears that there has been a reversal of the trend of orders for British-made machines in the home market. These had been declining for most of 1969, but have now reached the highest figure so far recorded. At the same time there has been a sharp increase in orders for export which are again at a record level.

Home orders for factored machines are at a new peak, but export orders have virtually disappeared. The position at the end of March 1970, therefore, was that 51 per cent of the home orders were for British-made machines, and 49 per cent were for factored, while all export orders were for British-made machines.

Net new orders

Net new orders may be derived from the figures for deliveries and for orders on hand:

Net new orders for electronic computers

£ million current prices

	1968			*1969*			*1970*		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1st quarter	40·4	9·7	50·1	33·2	19·6	52·8	61·0	27·2	88·2
2nd quarter	23·6	14·9	38·5	51·9	29·9	81·8			
3rd quarter	60·6	15·4	76·0	36·2	18·0	54·2			
4th quarter	43·6	10·0	53·6	47·3	24·3	71·6			

Although there are large fluctuations from one quarter to another, the trend of order-taking is undoubtedly upwards.

Employment stable

The figures for employment are little different from those at the end of 1969.

Note

The computer industry in this country consists of British manufacturers, the manufacturing subsidiaries of foreign companies and some concerns with only a selling function. In practice the manufacturing and selling functions are often combined. There are also some firms whose whole output is incorporated in that of others.

All these considerations are taken into account in the detailed analyses which appear in the attached tables, but it should be noted that the term 'factored' is used to describe the activities of those firms which sell equipment, as opposed to making it, and that most factored equipment is, in fact, imported.

The principle used throughout the computer inquiry is that only equipment interfaced with a computer is considered. Thus, data transmission equipment includes only the terminal and not the telecommunication links, while industrial electronic control equipment includes only the computing element without any of the associated telemetry, etc.

Peripheral equipment is an omnibus item which includes not only enhancements of existing systems but also the input, output and storage equipment, much of which is made by specialists as well as by the main frame makers.

Repair and maintenance is an important item which governs the installation and upkeep of machines in the field, work which is carried out by skilled specialists. The values shown in Tables 1, 2 and 3 are not the totals for this activity but only that proportion which can be separately distinguished. The work shown in Table 3 is that carried out on factored machines in the United Kingdom only and does not include any work on machines returned overseas for repair. Similarly R & D in Table 3 relates only to work in the United Kingdom.

Goods sold to other United Kingdom computer manufacturers covers the cases mentioned above where the output of one firm is the input to another.

The amount involved is shown separately to avoid its being counted twice.

The values of deliveries for export of computers and peripheral equipment shown in Table 2 differ from the figures published in the Overseas Trade Accounts covering United Kingdom exports of these items. Similarly, the values of factored equipment in Table 3 differ from United Kingdom imports shown in the OTA. This is mainly due to the fact that production and trade are necessarily evaluated on different bases.

Table 1. Total deliveries of electronic computers

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	78,684	16,572	1,393	307	1,973	572	4,667	377	28,221	15,572	114,938	33,580	5,924	313	326	54	121,242	33,893	4,264
1967	88,771	22,827	1,547	293	3,533	838	2,551	333	30,831	13,011	127,233	37,302	8,574	1,070	466	76	136,349	38,394	8,483
1968	113,266	26,579	1,960	233	5,232	1,144	4,902	1,173	39,987	11,711	165,347	40,840	11,868	707	56	242	177,513	41,547	9,847
1969	119,732	36,493	3,897	518	10,182	2,997	9,404	2,803	64,038	19,507	207,253	62,318	15,767	1,010	49	89	223,158	63,328	11,607
1966 1st quarter	18,336	3,753	369	176	470	151	877	40	6,609	3,948	26,661	8,068	1,336	76	57	17	28,071	8,144	1,047
2nd quarter	20,118	4,849	270	86	531	146	1,523	140	6,831	3,824	29,273	9,045	1,561	81	60	17	30,911	9,126	1,053
3rd quarter	20,737	4,675	294	44	503	142	1,219	158	6,846	3,826	29,599	8,845	1,423	77	114	13	31,149	8,922	961
4th quarter	19,493	3,295	460	1	469	133	1,048	39	7,935	4,154	29,405	7,622	1,604	79	95	7	31,111	7,701	1,203
1967 1st quarter	17,114	5,067	375	86	531	157	716	31	7,171	3,140	25,907	8,481	1,590	77	102	2	27,601	8,558	1,648
2nd quarter	20.124	5,355	318	91	791	193	795	80	7,674	3,724	29,702	9,443	2,018	344	111	11	31,842	9,787	2,135
3rd quarter	26,596	6,518	239	57	728	160	612	74	7,011	2,664	35,186	9,473	2,365	251	111	29	37,691	9,724	1,869
4th quarter	24,937	5,887	615	59	1,483	328	428	148	8,975	3,483	36,438	9,905	2,601	398	142	34	39,215	10,325	2,831
1968 1st quarter	21,446	4,532	345	—	1,392	293	1,031	564	9,605	2,855	33,819	8,244	2,787	82	26	30	36,662	8,326	2,150
2nd quarter	25,481	6,652	263	3	1,271	222	1,066	223	8,704	3,146	36,785	10,246	2,717	227	13	113	39,628	10,473	2,556
3rd quarter	31,930	6,728	470	42	1,034	239	1,699	313	9,014	2,825	44,147	10,147	3,411	230	7	37	47,602	10,377	2,398
4th quarter	34,409	8,667	882	188	1,535	390	1,106	73	12,664	2,885	50,596	12,203	2,953	168	10	62	53,621	12,371	2,743
1969 1st quarter	25,409	7,181	604	102	2,050	200	2,386	103	13,719	3,467	44,168	11,053	3,399	229	7	30	47,604	11,282	3,522
2nd quarter	26,032	7,877	1,684	114	2,370	551	1,829	742	17,151	5,023	49,066	14,307	3,896	385	3	32	52,997	14,692	2,922
3rd quarter	32,038	11,271	814	198	2,148	663	1,148	400	15,214	5,021	51,362	17,553	4,021	266	19	3	55,405	17,819	2,834
4th quarter p	36,253	10,164	795	104	3,614	1,583	4,041	1,558	17,954	5,996	62,657	19,405	4,451	130	20	24	67,152	19,535	2,329
1970 1st quarter	34,498	11,246	179	79	2,945	1,297	2,760	978	20,706	5,722	61,088	19,322	4,735	7	22	100	65,945	19,396	4,326

p Provisional

Table 2. Deliveries of electronic computers (British made)

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268	78,428	31,679	5,233	313	326	54	84,041	31,992	3,991
1967	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728	96,141	35,608	7,306	1,070	466	63	103,976	36,700	5,501
1968	77,197	25,803	1,931	233	3,235	1,132	4,868	1,173	27,112	11,614	114,343	39,955	9,755	707	56	242	124,396	40,662	7,502
1969	86,596	36,370	2,575	498	7,918	2,973	9,404	2,803	44,720	19,416	151,213	62,060	12,824	1,010	48	87	164,172	63,070	8,220
1968 1st quarter	17,173	4,152	345	—	924	293	1,022	564	6,548	2,843	26,012	7,852	2,002	82	26	30	28,070	7,934	1,568
2nd quarter	18,223	6,344	234	3	735	222	1,041	223	7,027	3,061	27,260	9,853	2,297	227	13	113	29,683	10,080	1,469
3rd quarter	19,851	6,728	470	42	538	234	1,699	313	6,861	2,825	29,419	10,142	2,948	230	7	37	32,411	10,372	2,344
4th quarter	21,950	8,579	882	188	1,038	383	1,106	73	6,676	2,885	31,652	12,108	2,508	168	10	62	34,232	12,276	2,183
1969 1st quarter	19,291	7,169	604	102	1,270	199	2,386	103	8,287	3,465	31,838	11,038	2,801	229	7	30	34,676	11,267	2,742
2nd quarter	19,282	7,877	670	114	1,741	544	1,829	742	11,214	5,021	34,736	14,298	3,364	385	3	32	38,135	14,683	1,519
3rd quarter	26,329	11,238	750	198	1,600	657	1,148	400	11,612	4,939	41,439	17,432	3,243	266	18	3	44,703	17,698	1,882
4th quarter	21,694	10,086	551	84	3,307	1,573	4,041	1,558	13,607	5,991	43,200	19,292	3,416	130	20	22	46,658	19,422	2,077
1970 1st quarter p	25,335	11,121	144	79	2,656	1,294	2,760	978	16,583	5,696	47,478	19,168	2,697	7	22	90	50,287	19,242	3,525

Table 3. Deliveries of electronic computers (Factored)

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance (†)		R & D on Customer Account		Total Output		Goods sold to other UK Mfn
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	33,246	1,405	—	—	375	4	507	8	2,382	484	36,510	1,901	691	—	—	—	37,201	1,901	273
1967	26,390	1,411	95	—	685	—	—	—	3,922	283	31,092	1,694	1,268	—	—	13	32,373	1,694	2,982
1968	36,069	776	29	—	1,997	12	34	—	12,875	97	51,004	885	2,113	—	—	—	53,117	885	2,265
1969	33,136	123	1,322	20	2,264	24	—	—	19,318	91	56,040	258	2,943	—	1	2	58,986	258	3,387
1968 1st quarter	4 273	380	—	—	468	—	9	—	3,057	12	7 807	392	785	—	—	—	8 592	392	564
2nd quarter	7,258	308	29	—	536	—	25	—	1,677	85	9,525	393	420	—	—	—	9 945	393	1,087
3rd quarter	12,079	—	—	—	496	5	—	—	2,153	—	14,728	5	463	—	—	—	15,191	5	54
4th quarter	12,459	88	—	—	497	7	—	—	5,988	—	18,944	95	445	—	—	—	19,389	95	560
1969 1st quarter	6,118	12	—	—	780	1	—	—	5,432	2	12,330	15	598	—	—	—	12,928	15	780
2nd quarter	6,750	—	1,014	—	629	7	—	—	5,937	2	14,330	9	532	—	—	—	14,862	9	1,403
3rd quarter	5 709	33	64	—	548	6	—	—	3,602	82	9,923	121	778	—	1	—	10,702	121	952
4th quarter	14,559	78	244	20	307	10	—	—	4,347	5	19,457	113	1,035	—	—	2	20,494	113	252
1970 1st quarter p	9,163	125	35	—	289	3	—	—	4,123	26	13,610	154	2,038	—	—	10	15,658	154	801

(†) Work done in United Kingdom only. p Provisional

(Continued on next page)

UNITED KINGDOM COMPUTER MARKET. *continued*

Table 4. Orders on hand for electronic computers and peripherals

£ million

	Total			Of UK manufacture			Factored		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966 December 31	126·9	97·5	29·4	99·2	71·3	27·9	27·7	26·2	1·5
1967 December 31	188·3	157·0	31·3	128·1	97·9	30·2	60·2	59·1	1·1
1968 December 31	241·3	200·9	40·4	150·6	110·2	40·4	90·7	90·7	—
1969 March 31	250·0	201·0	49·0	157·0	108·0	49·0	93·0	93·0	—
June 30	282·8	218·2	64·6	182·3	117·7	64·6	100·5	100·5	—
September 30	285·7	220·6	65·1	182·4	117·3	65·1	103·3	103·3	—
December 31	294·7	224·7	70·0	185·1	115·4	69·7	109·6	109·3	0·3
1970 March 31	321·8	244·0	77·8	202·1	124·3	77·8	119·7	119·7	—

Table 5. Numbers employed in United Kingdom electronic computer industry

	Total	R & D	Manufacturing	Sales	Other
1966 December 31	35,800	3,600	15,300	4,700	12,200
1967 December 31	41,600	4,800	17,000	5,600	14,200
1968 December 31	45,100	4,900	17,800	5,500	16,900
1969 March 31	44,000	4,600	17,200	5,300	16,900
June 30	45,800	5,200	17,600	5,700	17,300
September 30	47,800	5,200	18,600	5,800	18,200
December 31	48,800	5 700	19 000	5 800	18,300
1970 March 31	48,900	6,000	18,700	5,500	18,700

Foreign visitors to Britain in May

THE NUMBER of foreign visitors to Britain in May at 415,000 was once again a record for the month. In the five months from January to May there were over 1,300,000 foreign visitors.

After seasonal adjustment, the numbers of visitors have for the last three months been well above last winter's level and some 20 per cent greater than last year. So tourist business is maintaining its high rate of growth, and another record season now seems assured.

Increased numbers are coming to Britain from all over the world, but it is visitors from Western Europe who have contributed most to the rise in recent months. Recent trends are shown by the seasonally adjusted figures given in the following table.

The figures are based on Home Office records, and are limited to foreign visitors, who represent about two-thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than United States citizens) arriving from the Irish Republic.

Number of foreign visitors

(Thousands per month)

	Total		Western Europe	United States
	Unadjusted	Seasonally adjusted		
1964	160		95	49
1965	180		108	56
1966	207		123	63
1967	227		134	70
1968	259		157	73
1969 Year	320		190	95
1st quarter	154	303	181	89
2nd quarter	356	321	197	90
3rd quarter	556	317	186	97
4th quarter	215	339	201	101
1970 January	149	350	200	108
February	147	351	201	109
March	296	397	228	125
April	312	372	227	105
May	415	383	238	107

The figures are based on Home Office records, and are limited to foreign visitors, who represent about two-thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than United States citizens) arriving from the Irish Republic.

Notes:

This notice is based on a new series of seasonally adjusted figures prepared by the Board of Trade.

The elimination of recurrent seasonal variations enables comparison to be made between successive months, and permits trends to be more clearly seen (though random variations are not eliminated). Allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year.

For Western Europe, adjustment has also been made for the effect of the date of Easter; an early Easter, such as this year's means a shift in visits from April to March.

The analysis is by nationality, not by country of residence.

An estimated addition has been made to the Home Office figures in respect of the appreciable numbers of United States visitors arriving from the Irish Republic; other visitors arriving from the Irish Republic are excluded.

Final figures for 1969 are given in the White Paper *Statistics of Foreigners Entering and Leaving the United Kingdom* (Cmnd. 4342), which gives a detailed analysis by nationality and purpose of journey.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). *The department has* 20 *local offices in various parts of the United Kingdom. A list is given on page* 488 *of February 25 issue of the* Board of Trade Journal.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: ***Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance***

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HMSO

Exhibitions and Fairs

Poznan Fair—a milestone in a continuous marketing effort for the successful exporter

A report by the Commercial Counsellor, British Embassy, Warsaw

THE 39TH Poznan International Fair was held from June 14-24 and attracted a total of nearly 400,000 visitors. Some 41 countries, including Poland, participated in the fair, and slightly more than half of the 128,600 square metres of exhibition space was occupied by foreign exhibitors. Other East European exhibitors took just over 20,000 square metres.

Nearly 80 individual exhibitors, representing over 200 British companies, comprised the British collective exhibition which occupied the same area of 4,700 square metres as in previous years.

The outdoor stands, exhibiting mainly brightly coloured heavy mechanical handling equipment, presented gay flanks to the main entrances to the British Pavilion, organized by the Board of Trade. As usual, the scene was dominated by the lofty, flag-bedecked exhibits of Jones Cranes Ltd., and the British Crane and Excavator Corp. Ltd.

Inside the Pavilion, the Central Office of Information provided new and attractive decor which earned high praise, from both exhibitors and visitors.

Four small displays, of about 100 items of consumer goods chosen to represent the British way of life, were a new departure. They proved a great success, and attracted many people.

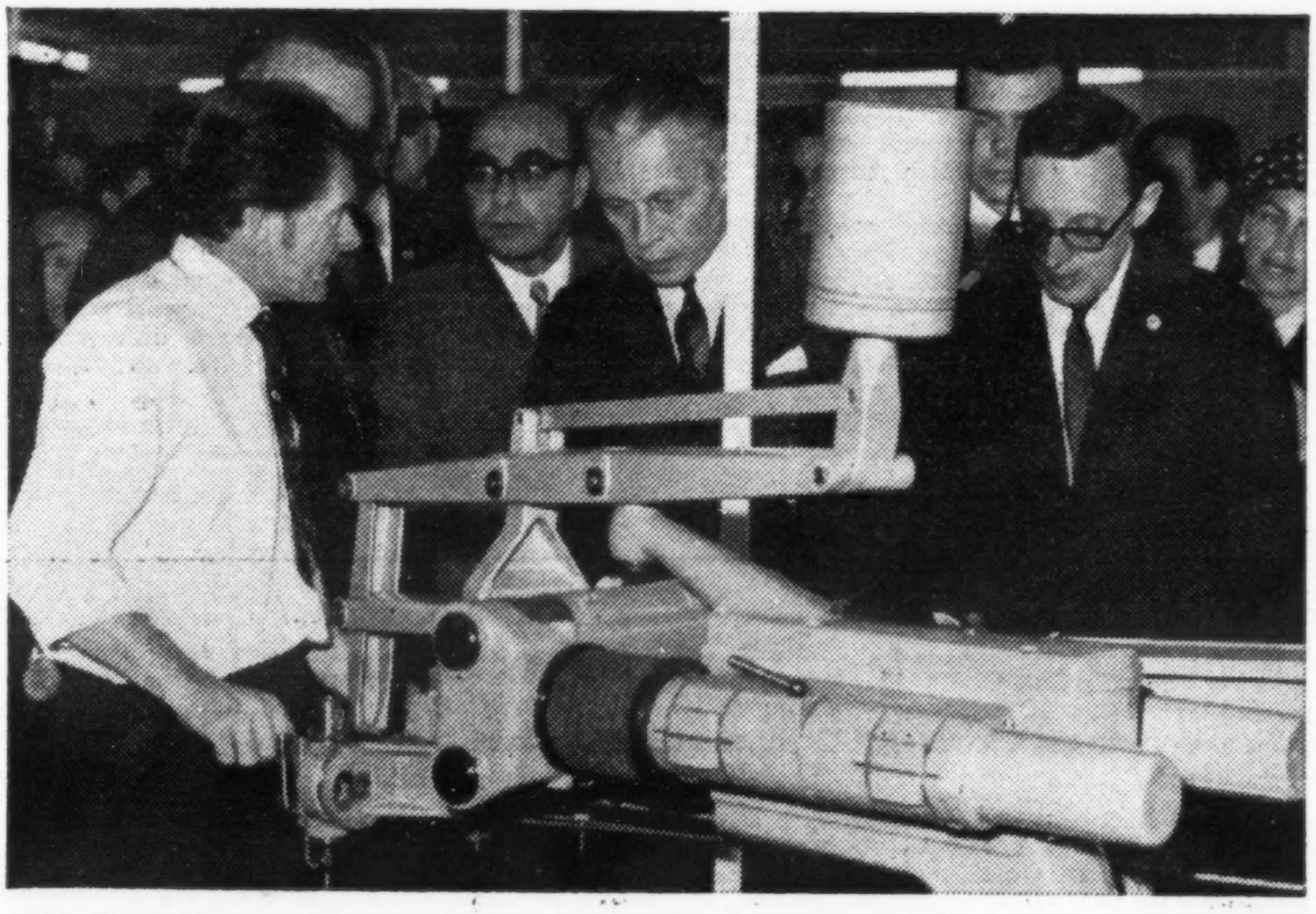
Unfortunately, no British Minister visited the fair this year, since 'British Day' fell on June 19, the day following the General Election. But the British Pavilion was visited by a number of Government Officials, including the Vice-President of the Polish Cabinet, Piotr Jaroszewicz, and Vice-Premier Michail M. Lesieczka of the Soviet Union, the Polish Minister of Foreign Affairs Stefan Jedrychowska and Mme. Jedrychowska, the Polish Minister of Foreign Trade, Janusz Burakiewicz, and 11 members of the Foreign Trade Committee of the Polish Sejm.

Some of the regular exhibitors had evidently decided to give Poznan a miss this year, but their places were taken by about 20 new exhibitors. The general nature of the exhibition is clearly developing towards a more technological type of display, and each year the number of exhibitors of scientific and laboratory instrumentation, and industrial control apparatus, increases.

One exhibit of particular attraction to the general public was an electronic sound effects apparatus designed for use in television and radio studios manufactured by Mellotronics Ltd. By the easy manipulation of a switchboard, the device can reproduce all the sound effects required for television or radio.

Another exhibit to interest the public was the Versatran industrial robot made by the Hawker Siddeley group. In favourable conditions this device can do the work of four men.

For the successful British exporter to Poland, Poznan is a milestone in a continuous marketing effort. The majority of the exhibitors seemed to be pleased with the results obtained, and prospects of future business.



Mr. F. J. Auton, director of Auton Industrial Equipment Ltd., explains the operation of a machine for producing carbon rods to Polish Foreign Trade Minister, Mr. Janusz Burakiewicz, and Vice-Minister, Mr. Ryszard Strzelecki (with glasses). Also watching (on the right with glasses) is the chairman of the Polish Chamber of Foreign Trade, Mr. Antoni Adamowicz.

This was perhaps a little surprising, since it is no secret that 1970 will not be a good year from the point of view of new business. Hard currency is still scarce following last year's poor harvest; debt repayments reach a peak this year; and the last year of the Five Year Plan is traditionally devoted to the completion of existing projects rather than to the launching of new ones.

Most, British exhibitors, however, thought that business would be much the same as last year. This is probably because Polish imports of raw materials will continue at their present levels, while the modest allocations for instruments and scientific apparatus do not seem to have been drastically cut.

Even those exhibitors who found that buyers had more interest than money were cheered by the prospects of really interesting business when the next Five Year Plan gets under way.

Furthermore, some useful business was done with buying delegations from other East European countries. The mood was, therefore, one of optimism and confidence in the future.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** – *three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published* **every three months in the Board of Trade Journal.**

Britain's most extensive aerospace 'shop window' yet in Italy

by P. J. Wilson, Vice Consul Commercial, British Consulate, Turin

THE 4th International Aircraft Airport Equipment and Aerospace Show was held in Caselle, 20 Kms. from Turin, from June 5 to 14. For the first time this biennial event was held entirely in one place. On previous occasions the static exhibition was held in Turin and all flying demonstrations at the nearby airfield.

The total number of exhibitors, including many foreign ones, was 300. The presence of various Canadian and American firms helped portray the increasing transatlantic awareness of the show. The total space occupied was 316,000 sq.m., of which 300,000 were open ground for the static display of aircrafts, helicopters, missiles and airport equipment and for parking lots and spectators' ground. The other 16,000 sq.m. were covered, the display areas being eight modern prefabricated pavilions, built specially for the Show, plus a series of temporary chalets hired by individual firms and used for business meetings and for entertainment purposes.

Official joint participations were presented by Canada (Canadian Department for Industry, Trade and Commerce), France (Union Syndicale des Industries Aeronautiques et Spatiales), Russia (Avioexport) and the United Kingdom (Society of British Aerospace Companies).

In addition to commercial exhibits the air forces of Belgium, France, Italy and United Kingdom contributed flying displays by their respective acrobatic teams, in a special flying day on the last day of the Salone. In addition to the greatly praised RAF 'Red Arrows', the free fall RAF parachute team 'The Falcons' also participated attracting the public's attention and admiration.

Several Italian novelties in the aircraft field were on show for the first time and the recently formed Italian company Aeritalia, born with the fusion of Fiat Divisione Avio, Aerfer and Salmoiraghi, to boost internatioal collaboration and Italy's air industry, made one of its first public appearances.

Altogether 30 British leading aerospace companies participated in the Turin Air Show, the largest contingent from an overseas country. Twenty-one of these were grouped together under a Board of Trade Joint Venture organized by the Society of British Aerospace Companies (SBAC).

This joint exhibition of aircraft, engines, guided weapons, space equipment and many supporting products occupying the whole of a pavilion, which was also the main entrance to the exhibition, is said to have been the most extensive 'shop window' of the British aerospace industry ever to have been presented in Italy. This, in no uncertain terms, definitely underlined in the major role the United Kingdom is playing throughout the Western World in the technological advancement of both the military and civil aviation, and it also served to strengthen the links of technological and industrial collaboration between Western European Countries and especially with the Italian aerospace industry, at a time when economic future of Europe is being decided.

The mere elegance and finish of the lavishly designed Central Office of Information stands attracted the crowds to the British Pavilion, once inside there was never a dull moment for the exhibitors manning the stands.

Naturally for some of the major firms present it was more of a prestige show than a hard sales drive, nonetheless they did not lack inquiries from businessmen and from the general public who flocked in their thousands to Caselle Airport.

Smaller firms partaking in the joint venture however received some extremely interesting inquiries from major Italian firms and the chance of securing good sales contracts at a later date are indeed very strong.

To highlight the British exhibits the SBAC organized a British day, which was attended by H. E. Sir Patrick Hancock, British Ambassador in Rome, as well as HM Consul in Turin, L. J. P. J. Craig, and the Air Attache and the Assistant Defence Attache from the British Embassy in Rome, and Mr. C. W. Wallace, Counsellor (Commercial) for Italy.

After a lunch offered by SBAC in honour of their distinguished guests, there was a tour of the British Pavilion and of the rest of the Show. The highlight of the day came with a fantastic display by the RAF. 'Red Arrows' acrobatic team and 'The Falcons' parachute team.

The day terminated with a reception, organized by SBAC, which was exceptionally well attended by a good number of Italian aircraft personalities, military and civil authorities.

The Turin Air Show, only at its fourth edition, has been able to find the right direction through which to channel its efforts, to grow in size and importance, winning for itself the just recognition as a Show in the same category as the top European Air Shows, and this comes at a time when the Italian aerospace industry is reorganizing itself and expanding rapidly to be able to insert itself with a certain authority in big and advanced international projects.

New developments displayed at 'Pharos '70'

A report from the Commercial Department, British Embassy, Stockholm

AN EXHIBITION held in connection with 'Pharos '70', the 8th International Conference on Lighthouses and Other Aids to Navigation, was opened on June 15, 1970 at the Marmerchallarna, Stockholm, by Herr Axel Johnsson, the Swedish shipping and industrial magnate. A total of 35 companies participated, representing the United Kingdom, Sweden, the United States, Norway, Denmark, the Federal Republic of Germany, Italy, France and the USSR.

It was claimed by the organizers that all the world-leaders in this field were represented. The exhibition is held every five years, and this year visitors were expected from 47 countries and to number about 500.

The United Kingdom contribution – easily the largest – was a joint venture stand comprising nine British companies, sponsored by Trinity House and supported by the Board of Trade. Three other British companies, Wallace & Tiernan Ltd., Ether Engineering Ltd., and AGA UK Ltd., exhibited independently.

Trinity House were strongly represented at the Conference with a team headed by Sir George Bernard, Deputy Master, two elder brothers, and the Secretary. The Board of Trade was represented by Mr. E. A. Hargreaves, Assistant Secretary, and also represented were the British Transport Docks Board, the Port of London Authority, the Port of Bristol Authority and the Medway Ports Authority.

The joint venture stand attracted much interest. Included among the exhibits were plastic buoys by Motivators Ltd., the ripple generator by the UKAEA, and a number of new developments in the navigation field impressively displayed by, among others, Stone Platt Crawley, Hawker Siddeley Dynamics Ltd., Christiani & Nielsen Ltd., and the Decca Navigator Co. Ltd. Outside the British stand, one particularly interesting exhibit was that of KB United Stirling (Sweden) AB & Co., Malmö, who exhibited and operated a Stirling engine powered generating set indoors.

The exhibition could not be described as a hard-sell because the suppliers and potential customers in this highly specialized field are well known to each other, but it was clearly useful as a means of demonstrating the latest developments in Britain, and showing that British manufacturers have retained their place in the forefront of this particular field.

The Chargé d'Affaires, British Embassy, Stockholm, Mr. J. I. McGhie (Commercial Counsellor), centre, with Mr. E. R. Wiblin and Mr. G. R. Starr looking at a scale model of the Ripple generator at 'PHAROS '70', Stockholm.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 134 *Castle Street, Edinburgh* 2; *Brazennose Street, Manchester* 2; 258 *Broad Street, Birmingham;* 109 *St. Mary Street, Cardiff;* 50 *Fairfax Street, Bristol* 1; 7-11 *Linenhall Street, Belfast* 1; *or through any bookseller.*

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Mr. Christopher Soames, British Ambassador to France, accompanied by his wife, inspecting Johnson Bros. earthenware at the Nouvelles Galeries store in the Cap 3000 shopping centre, Nice.

Success of go-karts at Cap 3,000 shopping centre

A report from the British Embassy, Paris

As a direct result of a British promotion held from June 19-July 4, many more British goods will be seen in the shops of Cap 3000, France's latest shopping centre, which has the advantage of being close to the sea at St. Laurent du Var, near Nice Airport. On the opening day Mr. Christopher Soames, the British Ambassador and his wife visited the Promotion.

The Nouvelles Galeries department store, which forms the focal point of the centre, featured displays of Marks and Spencer's knitwear, skirts and lingerie, as well as dresses and clothing from other manufacturers. In other parts of the store shoppers could find British chinaware, brassware, giftware and Mary Quant cosmetics, and an impressive display of reproduction furniture.

In many of the boutiques, and in the supermarket, were to be found British earthenware, cosmetics, knitwear, footweear, suit materials, brassware and a selection of foodstuffs such as chocolate bars, confectionery, biscuits, jams, marmalades and sauces.

But it was left to the Scotch whisky importers (Johnny Walker, Black & White, and Buchanans) to get the most publicity value out of the promotion by sending down personalities, such as a man dressed as Johnny Walker, and two pretty girls known as Misses Black and White. Adopting the same tactics, Gala Cosmetics gave make-up demonstrations.

At the main entrance to the Centre, thanks to the initiative of the British Council, visitors were able to see a British book exhibition. BEA for their part, took advantage of the occasion to give continuous film showings in the evenings, which promoted the sale of their package tours to the United Kingdom.

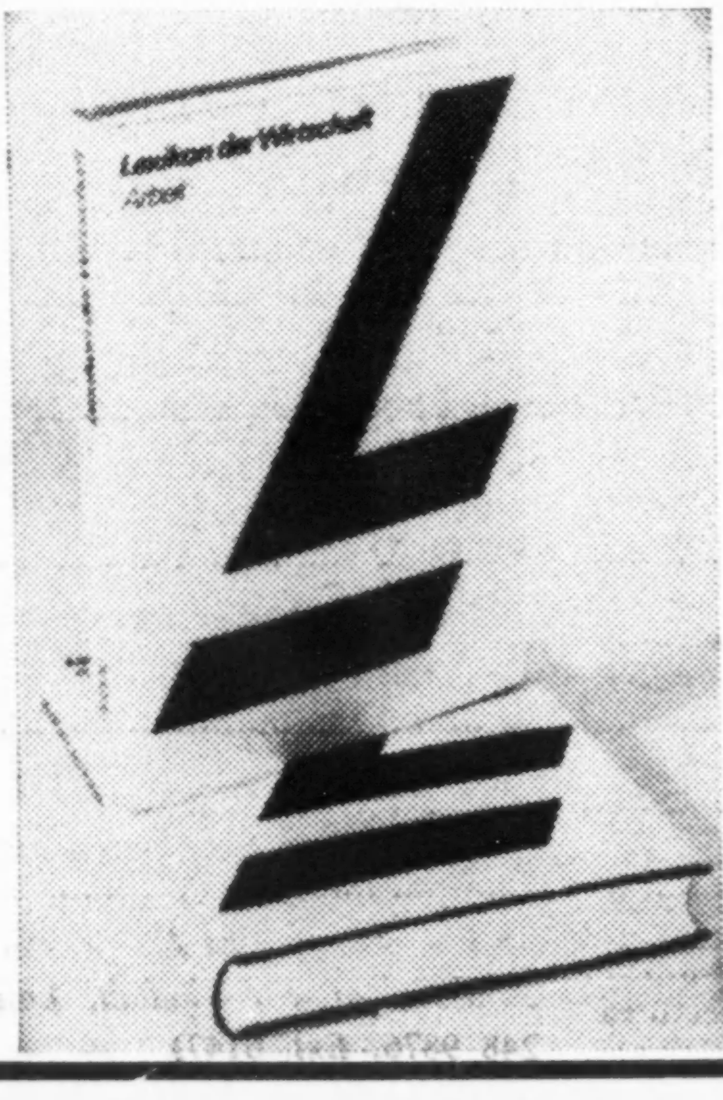
But the star of the promotion was probably the small go-karts manufactured by Barnard, which were making their debut in the South of France. The demonstration in the open air, near the garden centre, attracted both young and old alike. Nouvelles Galeries were so impressed by the interest which the ko-karts aroused that they are applying for the concession for South-East France.

Along the walks on the upper and lower levels, shoppers passed models of Jaguar, Austin, Triumph and Ford cars. The Ford saloon, in particular, decked out in its Mexico rally colours, came in for a good deal of attention. There was also a display of British motorcycles. Outside in the open air near the swimming pool, the two British-built fibreglass boats reminded shoppers of the proximity of the beach and the Mediterranean Sea.

A working model of the Eros fountain on the lower concourse served as the central point of the promotion. The upper and lower pedestrian walks were decked with flags and banners on loan from the Board of Trade.

There were also London policemen, and a bagpipe player from the Scots Guards in full Highland dress. The piper was a great hit with the public, and with the Monte Carlo radio station, for whom he did a 20-minute programme.

In the next few years well-known GDR publishing houses will publish—in joint authorship—approximately 15 volumes of the "Encyclopaedia of Economy" covering the following fields:



Political Economy . Planning and Management
Accounting and Statistics . Industry Prices
Finances Commercial Law Agriculture/Food
Industry Traffic Foreign Economy . Home Trade
Organization of Administration . Office Technology

The first volume
entitled "Labour"
has already been
published in 2 editions
and explains 3,250 terms
664 pages
cloth binding
39.60 marks

The second volume titled
"Industry" will probably
be published in September 1970
and explains
more than 4,300 terms.
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Orders worth 38,000 dollars expected from Australia's first International Building Exhibition

A report from the British High Commission, Sydney

ENCOURAGED BY their success in 1968, when joint venture terms were made available for the first South African Building Exhibition in Johannesburg, the Board of Trade gave its official support to the first Australian Building Exhibition in Sydney in June.

The exhibition, held from June 17-25, was organized by the Building Trades Exhibition of London in conjunction with Hillcroft Holdings Ltd., of Melbourne. Together they leased two of the largest pavilions at the Sydney Showground with a gross exhibition area of 80,000 sq. ft. Eighty-six firms exhibited and many took additional space for their subsidiaries, bringing the total number of exhibitors to over 130.

Sixteen United Kingdom firms, under the aegis of the Building Materials Export Group (BMEG), exhibited at the British stands while several additional British companies exhibited independently, or on stands taken by Australian agents.

All the portents for a successful exhibition were there. The value of buildings due to be completed throughout Australia during 1970, estimated at over $2,000 million (£100 million approximately) will outstrip last year's total by nearly 20 per cent; and with an unemployment figure of less than 1 per cent, Australia would appear to offer every opportunity to manufacturers of modern and labour-saving building components.

In the event, and although official attendance figures are still awaited, public response was disappointing. However, this was to a great extent offset by the very rewarding interest shown in the wide range of lectures which were run daily during the exhibition.

Six leading overseas experts were among the numerous speakers who delivered lectures on subjects such as 'Computers and their use in the Building Industry,' 'The Change to Metric', and 'High Density Living and Noise'. These lectures were sponsored by the many local associations concerned with the Building Industry and ensured the attendance of architects, builders and engineers who later toured the stands.

The exhibition was opened by the New South Wales Minister for Local Government and Highways, Mr. P. H. Morton, who emphasized the significance of this, the first exhibition of its kind in Australia. Reference was made to the presence of overseas firms from Finland and France, and to the numerous other overseas firms represented by their agents.

In particular, Mr. Morton commended the joint venture participation of the large British contingent which he believed would play a significant part in introducing much sought after novel designs in materials for the Building Industry.

'It was significant,' he said, 'that 8½ per cent of the total work force in Australia is engaged in the industry and that of the total number of buildings to be erected in Australia this year, over one third will be built in New South Wales.'

The British exhibitors were visited at their stands on the second day of the exhibition by the British Commercial Minister, Mr. H. B. C. Keeble, who afterwards spoke at a private reception held in the British stands. Mr. Keeble referred, in particular, to the Building Materials Export Group Trade Mission which visited Australia in 1966 to investigate export opportunities.

The mission, in its report, had referred to the 'virtual industrial revolution' then taking place within the building industry. 'While not particularly percipient then,' continued Mr. Keeble, 'one would have to be totally blind now not to observe the tremendous speed with which new building is currently proceeding in Australia.'

Post-mortems immediately following the exhibition are of little value in estimating success in terms of orders booked. The BMEG will conduct a follow-up in three months time which is expected to reveal the true tangible results of British participation.

A visitor to the British stands at the International Building Exhibition, Sydney, was the Minister (Commercial) Mr. H. B. C. Keeble.

But from discussions with stand members on the final day it appeared that orders totalling $38,000 were expected to materialize. Of this the most notable prospects were those recorded by Alan R. Davies Ltd. ($12,500), Hielsson & Welch Holdings Ltd. ($8,000) and Wards Flexible Rod Co. Ltd. ($5,000).

With only one exception, all British exhibitors expressed satisfaction at having attended and agreed that they would support a similar exhibition in 1972.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of a wide range of British products in most overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Division, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Early bookings for Leipzig Fair

THE LEIPZIG Fair Agency has announced that already more thtan 60 British companies have arranged to take part in the international Leipzig Autumn Fair (August 30-September 6). Their interests range from electronics, chemicals and industrial glass to publishing, musical instruments, wool, toys, whisky, tobacco, cosmetics and toiletries. Altogether 6,500 firms from 55 countries will be showing their latest products.

Under the gradual reshaping of the Spring and Autumn Fairs begun in 1968, an additional 270,000 sq. ft. is made available next month for display. The total area is nearly 10 times that figure. The 30 branches will include for the first time the Medical and Laboratory Equipment group.

The authorities are expecting 360,000 people from all over the world to visit Leipzig. An outstanding event this year will be the 'Atoms for Peace' exhibition, the Comecon countries' third display of equipment for nuclear engineering, which will remain open until September 13. There is a full programme of international symposia and technical lectures covering developments in many fields.

Paris store promotion: London Buying House address

AN INCORRECT address of the London Buying House for a store promotion at Au Bon Marche, Paris, October 5-31, was given in the Programme of Trade Promotions published as a supplement in the *Board of Trade Journal* of July 1 (page xviii). The correct address is: Brook Merchandising Co. Ltd., 48 Brook Street, London, W.1. (Attention Mr. Greek, Tel. 01-493 8804.)

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147)*

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Austria and Rumania

THE RECENT negotiations within the mixed Austro/Rumanian commission under the existing Trade Agreement have now been concluded by the drafting of a new long term Trade Agreement for 1971 to 1975, together with a protocol for 1971. Both documents will be signed in September.

Goods to be exported from Austria to Rumania will include staple fibres, miscellaneous textile manufactures, high quality steel and various capital goods products. Exports from Rumania to Austria are to include agricultural produce, miscellaneous textiles electro-technical and electronic manufactures.

The full list of goods to be exchanged is expected to be published in September.

Inquiries arising from this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

Hungary and Iceland

A NEW BILATERAL trade and payments agreement between Hungary and Iceland, covering the five year period from June 1, 1970 to May 31, 1975 was signed in Moscow on May 19, 1970. The agreement provides for payments between the two countries to be made in convertible currencies and replaces a previous agreement signed in 1963, which expired on May 31, 1970.

Details of the agreement can be seen at the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, 482).

Double Taxation

THE BOARD of Inland Revenue have made the following announcements:

Barbados

The Double Taxation Agreement with Barbados has been published as a Schedule to an Order in Council numbered S.I. 1970 No. 952.

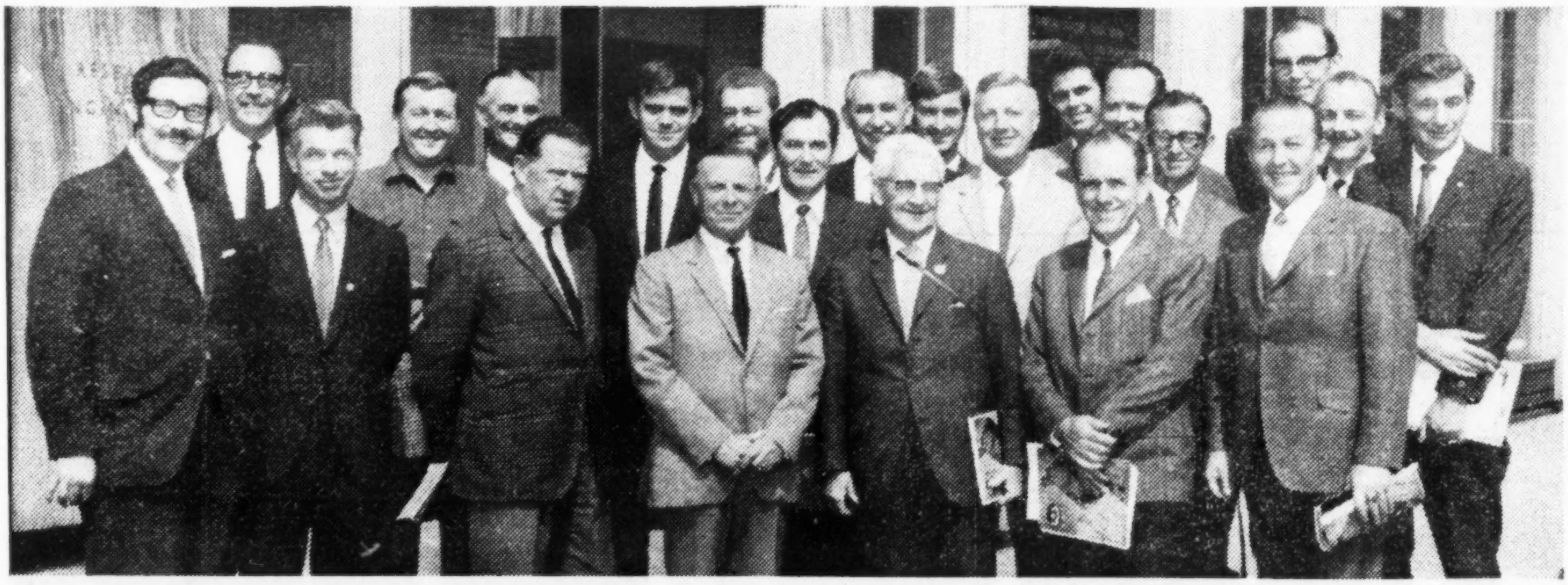
Botswana

The Agreement amending the Arrangement with Botswana has been published as a Schedule to an Order in Council numbered S.I. 1970 No. 953.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Argentina, Belgium and Luxembourg, Ghana, Guatemala, Nicaragua and Nigeria have been published in the 'Hints to business men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade.



A party of Lucas Australian agents during their visit to the Acton headquarters of CAV, claimed to be the world's largest manufacturer of diesel fuel injection systems. The Australians, who were accompanied by Mr. Bill Smith and Mr. Jim Pirie (Lucas Australia), visited CAV Acton and the Sudbury nozzle and injector factory during their week's tour of Lucas factories in Britain.

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published in the supplement to this issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of this week's supplement) or the Export Services Division, Hillgate House,* 35 *Old Bailey, London, E.C.*4 (*Tel.* 01-248 5757).

OUTWARD MISSIONS

Successful Canadian mission

PRELIMINARY FIGURES released recently indicate that orders totalling over £1 million in immediate and expected business have been won by a Birmingham Chamber of Commerce and Industry Trade Mission which spent 17 days in Canada.

The 16-man team, led by Dennis L. Hope, managing director of Pepper & Hope Ltd., silver-plated tableware manufacturers, visited Montreal, Toronto and Vancouver, made over 500 contacts, and netted immediate orders worth £134,300 with business worth another £878,500 confidently expected to follow over the next 12 months.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House,* 35 *Old Bailey, London, E.C.*4. *This is a modern well-equipped library of over* 85,000 *volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering* 150 *countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 *to* 5.30 *Mondays to Fridays* (*Tel.* 01-248 5757, *Ext.* 368 *or Telex No.* 886143).

Back from South America

THE TRADE MISSION to South America, organized by the Merseyside and District Chamber of Commerce and Industry, returned recently. The mission was led by Mr. G. H. Buckridge, marketing manager, the Pacific Steam Navigation Company.

The basic itinerary for the mission was one of six-day visits to Colombia, Peru and Chile, the mission being based in the respective capitals of Bogota, Lima and Santiago. Other countries visited by individual mission members included Venezuela, Ecuador, Bolivia, Argentina and Brazil.

The decision to mount a trade mission to the Pacific Coast of South America arose out of discussions in the Chamber's Latin America Trade Section. These were primarily concerned with the manner in which trade between Merseyside and these areas had fallen considerably from the levels previously enjoyed. At the beginning of this century, the United Kingdom supplied half of Latin America's imports, while our present share of the market is a mere 6 per cent.

The proximity of the United States, strong competition from other European countries and other factors all work to make trade with the area a highly difficult task. However, the potential is great, especially in the exporting of capital goods and in combined efforts with local organizations. South American governments are particularly keen to encourage 'joint ventures' whereby local and foreign firms work in close co-operation on some project for the mutual benefit of both countries.

On his return, Mr. Buckridge reported that the mission had been an undoubted success and it was hoped that a return visit to the area would soon be arranged.

Far East visit

THE next trade mission organized by the Merseyside Chamber of Commerce leaves for the Far East on September 18. The official itinerary for the mission includes Tokyo, Osaka, Hong Kong and Singapore. Mr. M. J. Smith, managing director, Evans Medical Co. Ltd., will lead the mission and a full complement of 20 members, accompanied by a secretary, is anticipated. Members will represent a wide cross-section of industry and commerce in the Merseyside area.

A factor of considerable importance is the necessity to follow up benefits that should accrue from Expo '70.

Visiting Venezuela and Panama

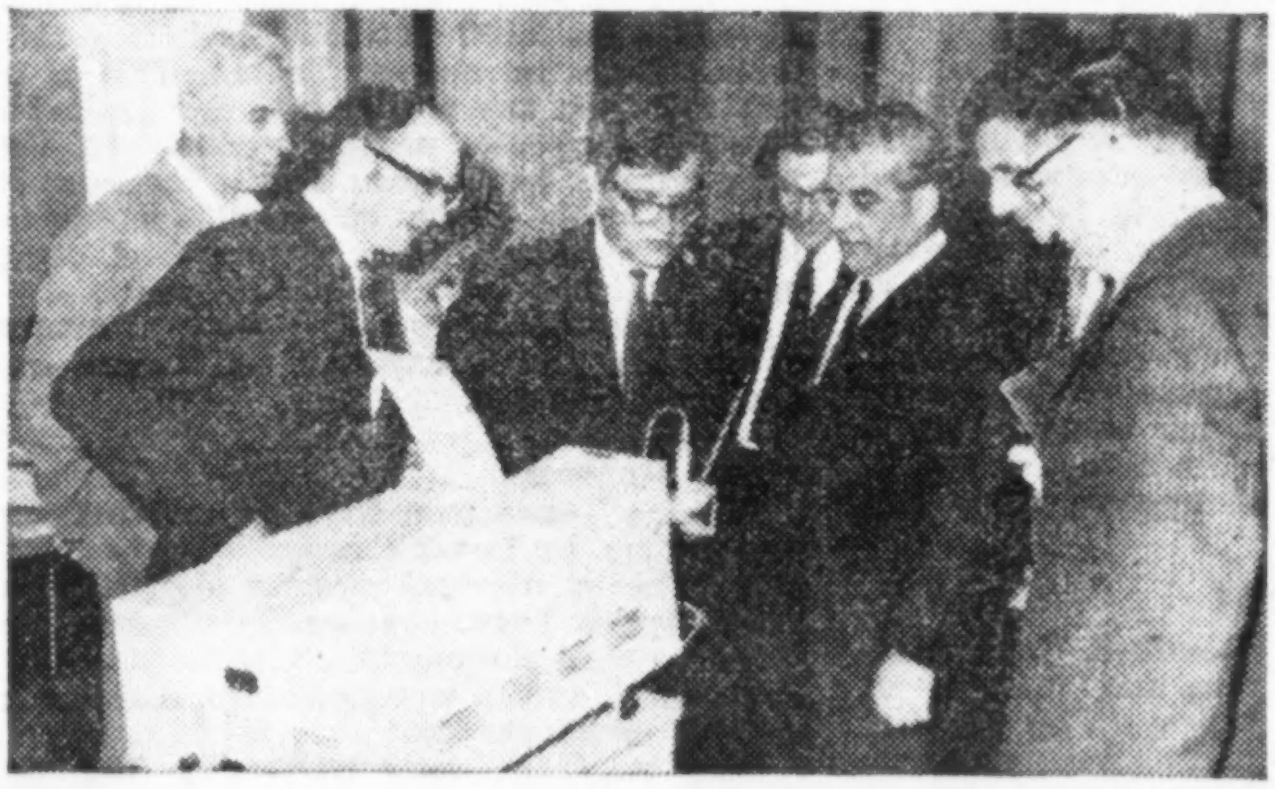
LEONARD H. DALE, managing director of Dale Electric of Great Britain Ltd., Filey, manufacturers of diesel electric power plant from 1¼kW to 1,000 kW, was due to leave recently with a British National Export Council trade mission to Venezuela.

Not only will Mr. Dale be representing his own company, but also the British Airport Construction and Equipment Association, on behalf of which, as a council member, he has received an invitation from the Panamanian Government to visit them to discuss equipment for airports.

The Association is a number of companies who, collectively, can provide complete airports for either civil or military application in any part of the world. They also provide feasibility studies for the right equipment to meet the immediate and foreseeable requirements of airports.

Mr. Dale will terminate his tour by visiting his own company's agents in Jamaica, Messrs. Will's Battery Co., of Kingston, and expects to be away for approximately 14 days.

See also 'British exports to Venezuela' page page 82.



United Kingdom members of the Anglo-Soviet Working Party on technical collaboration in medical equipment and instrumentation are seen here at the Central Research Institution for Medical Instrumentation in Moscow, (left to right): Dr. M. D. Pekarsky, Acting Director, Central Research Institute of Medical Instruments; Mr. M. B. Nicholson, interpreter, Foreign and Commonwealth Office; a Soviet Official; Dr. E. D. Barlow, George Kent Ltd., deputy chairman of the Working Party; Brigadier L. C. Libby, chairman of the working party, Vickers Medical Engineering Ltd: Mr. A. C. Jones, Secretary, Department of Health and Social Security and Mr. S. M. Davies, Department of Health and Social Security.

HOWARD
ROTAVATOR

Howard Rotavator Co. Ltd., one of the Rotary Hoes group of West Horndon, Essex, was recently visited by its Brazilian distributor, Mr. Jaime Ozi, owner and founder of Fabrica Nacional de Implementos (FNI) in Brazil. Mr. Ozi (left) discussing an S model Rotavator with Mr. Peter Coleclough, Rotary Hoes chairman in the Howard training centre at West Horndon. In the background is Mr. Michael Valdes Scott, the company's export sales manager, who first called on Mr. Ozi and appointed his company Howard distributors.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Agricultural exports

Exports of selected agricultural items during the first five months of this year show a favourable increase over and above the results obtained in the corresponding period of 1969. In the livestock sector cattle exports had increased from £4.5 million to £5.8 million. Exports of horses had increased from £2.7 million to £3.4 million and most other categories had shown significant increases. In the livestock products section meat had shown a most marked increase, from £3.6 million to £7.9 million. Likewise in the fruit and vegetable categories these items in aggregate which totalled £6.7 million in the 1969 five-month period have now reached £10.1 million. Animal feeds, insecticides and herbicides, and fertilizers had all shown a small contraction during the first part of this year relative to 1969, but it is anticipated that all three categories will continue with the upward trends that have been established over the past years. Weedkillers, rising from £6.8 million to £8.6 million, continue their strong upward trend. Agricultural machinery tractor exports, which in the first five months of 1969 were £44.1 million, are now £50.7 million. Similarly with other categories of agricultural equipment, growth has been strong, rising from £15.2 million to £19.1 million.

Taking all of these categories together (we learn from the British Agricultural Export Council) a growth of slightly in excess of 22 per cent has been recorded, taking the first five months of 1970 relative to the same period in 1969. As 1969 was a record year for agricultural exports in aggregate from this country, the results returned for the early part of this year indicate that 1970 will return export figures beating records established only last year.

Electronic weighing-in-motion system

W. & T. Avery Ltd., who designed and built the first British electronic system for weighing coupled rail wagons to official accuracies at speeds of 12 miles per hour and more, have received from Australia their first export order for a scheme embodying the same basic principles.

The system will be used for the Victorian State Railways for weighing trains of mixed type, consisting of up to 100-ton capacity bogie wagons as they are hauled by loco at up to 5 miles per hour. This speed is governed by the physical dimensions of the various wagons and their combination in the train of wagons.

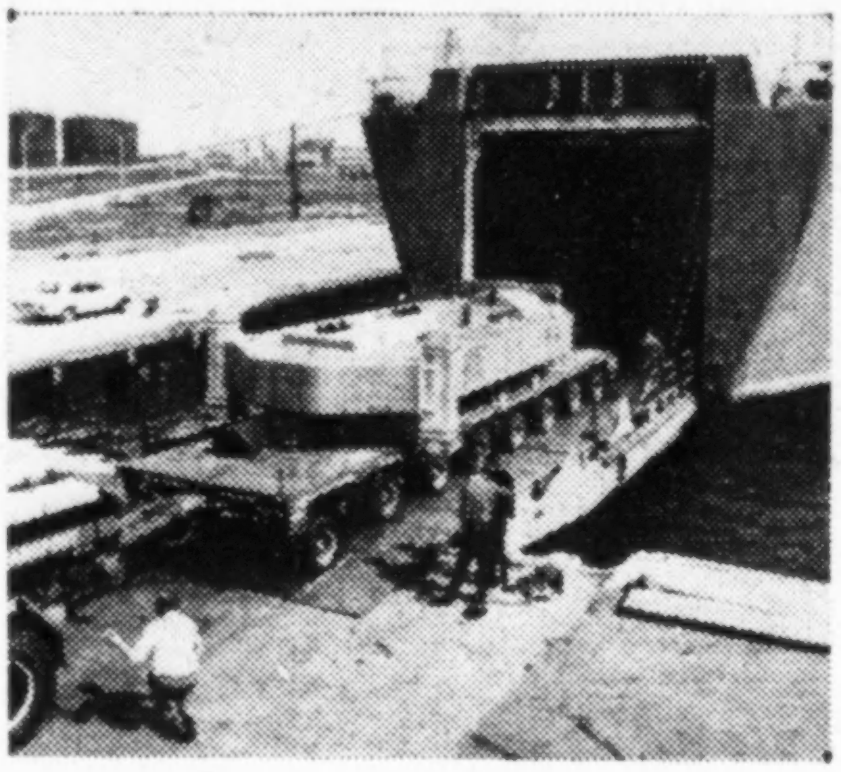
Nigerian army buys bandages

Smith & Nephew Ltd., the international pharmaceutical and textile group, has received its largest export order – two million bandages and 600,000 plasters for the Nigerian Army Medical Services.

Worth £300,000, it includes two of the group's famous products, Elastoplast and Gypsona bandages – both produced at the Neptune Street factory in Hull, which is working seven days a week to complete the order.

Tea machinery for Casablanca

Savage Machines Ltd., a division of Shirtliff Brothers Ltd., one of the Coranbury companies, has received an order from Casablanca for tea shifting and cutting machinery. The order, valued at nearly £30,000, followed negotiations lasting over a year.



This 120-ton load being driven aboard the 'Tor Scandia' was one of two similar cargoes carried recently by Tor Line from Immingham to Amsterdam. Consisting of works components, each load formed part of a £2 million steel rolling mill being exported from Sheffield to Holland. They were the first of 12 shipments made in connection with this export contract, won by Davy & United Engineering Co. Ltd., Sheffield, from Hoogovens NV, Holland's biggest steelmaker. Land and sea transport arrangements for the complete mill were made by the Van Seumeren Transport Co., who liaised closely with Tor Line's freight experts over the formidable sea transport problems associated with such immense roll-on/roll-off cargo units.

Storage tanks for Dubai

Whessoe Ltd., through its fabrication division, have secured an order from BIPM involving the supply of the fabricated materials for a number of fixed roof storage tanks to be constructed at a petroleum storage installation in Dubai.

The tanks, which range up to 144 ft. (43.89 m.) in diameter, will be fabricated at the Darlington works and approximately 1,700 tons of steel will be required for their fabrication. The tanks will be shipped platesmall via Liverpool for erection by a local construction company, and when complete will provide an additional 18 million gallons storage capacity for a variety of petroleum products.

Management contract extension

The Wellman Engineering Corporation Ltd., London, who were appointed managing contractors for the aluminium production and processing plant at Karmoy, in Norway, for A/S Alnor Aluminum Norway, have received an extension to their original contract to cover the management of A/S Alnor's proposed expansion of its primary aluminium output.

This expansion will increase production by some 20,000 metric tons per annum, and is expected to result in orders being placed in Britain to the value of approximately £1½ million.

Sliding door gear for Fiji

P. C. Henderson Ltd., Romford, Essex, have received an order for sliding door gear for an aircraft hangar for Fiji Airways. This contract was won in the face of international competition. The complete side of the hangar is designed to open up by sliding each of the 23ft. wide x 30ft. high doors completely clear of the opening.

£8,000 Iranian order

The Kestner metal propellers division of APV-Mitchell Ltd., Croydon, has been awarded a contract for supply to Iranian oil operating companies of several bubble cap trays, valued at over £8,000. The trays—18ft. 6in. in diameter—are fabricated in 410S grade stainless steel.

£450,000 machinery for Poland

Associated Engineering (Export Services) Ltd. have signed a contract in Warsaw with Metalexport on behalf of The Glacier Metal Co., also a member of the Associated Engineering Group.

The contract, which is worth £450,000, is for Glacier designed and built special purpose machinery for the manufacture of half bearings and wrapped bushes, together with test and inspection equipment, for the automotive industry.

The contract will be financed in conjunction with Lloyds Bank and the Polish Handlowy Bank.

Delivery of the equipment is due to commence at the end of 1970.

British batteries for Libya

Alkaline Batteries Ltd., Redditch, announce that ALCAD nickel-cadmium batteries have been specified and supplied for use in emergency lighting installations in the new engineering services department in the University of Libya. The order, for 19 complete emergency lighting equipments worth approximately £10,000, was placed by Union Engineering of Belgrade.

£350,000 orders for hydraulic equipment

During the past few weeks overseas orders worth nearly £350,000 have been placed with Towler Hydraulics (Thorn group) of Rodley, Leeds, for hydraulic equipment and controls for Holland, Italy, Spain, Sweden, South Africa and Switzerland. These are in addition to a recently announced order worth £170,000 for the United States.

Orders for laundry and cleaning plant

In the past few weeks overseas purchases of laundry and cleaning machinery from The Cherry Tree Machine Co. Ltd., Blackburn, have included BUW 600 and BUW 400 washer/extractors, together with Super Zone drying tumblers, for the Oviedo Hospital, Spain; Cherry Tree-Braunex washer/extractors for two installations in Switzerland; and BUW Neutron Medicares to Australia—claimed to be the largest washer/extractors ever produced for an Australian hospital installation.

A number of specially designed Cherry Tree machines for textile dyeing have also been sold to the Congo recently.

2,000 parking meters for Tehran

In the face of intense foreign competition, Venner Ltd., New Malden, Surrey, have secured an order for 2,000 of their Mark II parking meters from the city of Tehran. This is the first time that any city in Iran has decided to install and operate parking meters, and Venner's scheme was chosen only after intensive research by the capital city's traffic authorities into the various parking systems and equipment available from worldwide sources.

The order brings to 16,500 the total number of parking meters exported by Venner over the past 12 months.

Paper progress

Wiggins Teape men from 11 overseas' outposts came to London recently to hear Mr. Sidney Lines, overseas director, declare: 'Last year Wiggins Teape overseas' sales represented 20 per cent of the output of our United Kingdom mills, and I would like to see this increased to 25 per cent.'

Wiggins Teape were responsible last year for more than one-quarter of the entire United Kingdom paper industry's sales abroad.

$170,000 water plant for Chile

Young Chemical Engineering Ltd., London, have won – in the face of strong American competition – a contract worth $170,000 from the Chilean state-owned copper concern, ENAMI, of Santiago. The contract calls for sophisticated water treatment plant and control equipment to treat 35 metric tons/hour of feedwater for an ENAMI high-pressure boiler power raising plant.

Compactors for Greece

Melka Ltd., Athens, have ordered 12 'Rampactor' impact compactors from E. P. Allum & Co. Ltd., of Southend, Essex, for leading Greek contractors, Edok-Eter. This is their first use of the British-made self-propelling rammer which applies a blow of up to 600 ft. lb. at 540 times a minute and can cover nearly 200 sq. yds. of ground per hour.

The order, valued at about £3,000, was required urgently and the machines were flown from London Heathrow Airport by Olympic Airlines.

£750,000 orders for pumps

Allen Gwynnes Pumps Ltd., Bedford, a member company of Amalgamated Power Engineering Ltd., have obtained five orders for large circulating water pumps, together worth slightly more than £750,000, for a fertilizer factory to be built at Qatar and for power stations in Canada, Malaysia, New Zealand and Cyprus. The main contract, alone worth over £400,000, was placed by the Power Gas Corporation, Stockton-on-Tees, the principal contractors, for a fertilizer plant to be built for the Qatar Fertilizer Co.

£45,000 Czechoslovakian order

An order for 16 commercial vehicle bodies, worth over £45,000, has been won by R. Murfitt Ltd., Wisbech, Cambs., a member of the ABM group. The order, for 8-ton payload bodies for agricultural use, has been placed by Motorkov, the Czechoslovakian State buying organization. Murfitts had to compete against strong international competition from other European manufacturers.

Wiring systems for Brazil

A chartered fleet of 10 lorries left Hartley Electromotives' works at Monkmoor, Shrewsbury, recently, for Hull with 120 cases of ready-made wiring installations and equipment for hospitals in the Amazon jungle in Brazil—the biggest single shipment the Hartley wiring systems division has yet made and the main consignment of an order for complete electrical circuits for 43 new hospital complexes in Amazonas. It includes lighting and power installations for 30 hospitals and 16 doctors' houses and the value is about £50,000 to £60,000. The total order will run into six figures.

£100,000 air conditioning orders

Temperature Ltd., London manufacturers of air conditioning systems and equipment, have negotiated export orders valued in excess of £100,000 during the past three weeks. The orders are for more than 500 air conditioning units for installation in six projects in central and Western Europe and the Middle East.

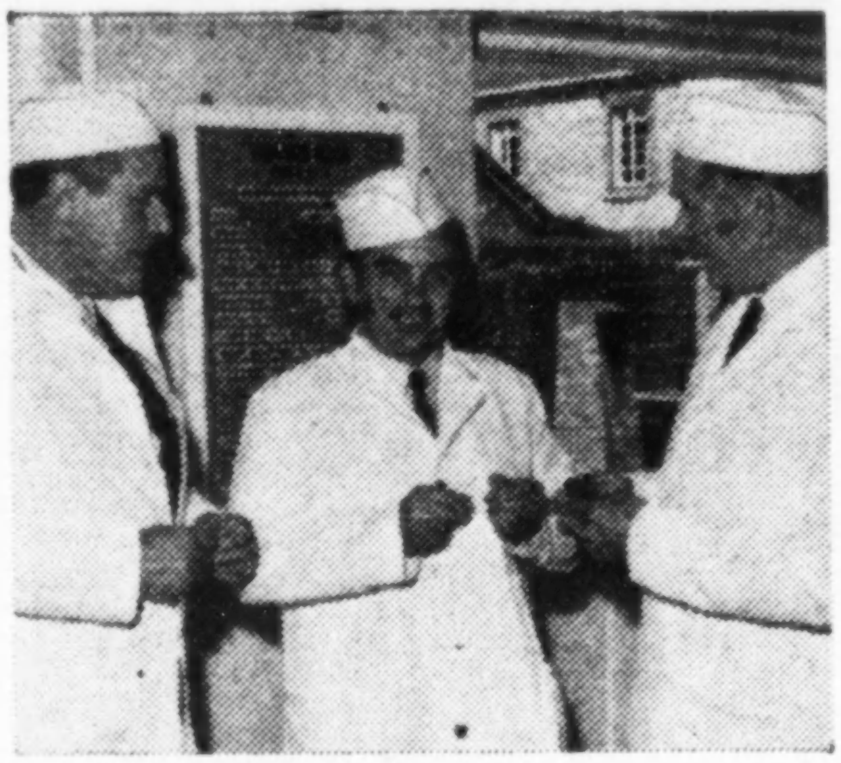
£6.9 million Iranian contract

Brefcon International Ltd. have secured from the National Iranian Oil Company (NIOC) a £6.9 million contract for equipment to build a lube oil plant at the Teheran refinery. Brefcon will act as managing agent for NIOC to co-ordinate the contractual arrangements and to place the orders for the hundreds of equipment items. It is likely that about 100 of the 192 British member companies of Brefcon will benefit.

This contract, coming on top of the £3.5 million order for the Petronor refinery in Spain announced recently, brings Brefcon's total export contracts to £41 million since 1968.

£250,000 contract for chemical plant

Wellman have received an important contract from Walmsleys (Bury) Ltd. for a Swenson quintuple effect black liquor evaporator to be installed at Javelin Paper Corporation, Stephenville, Newfoundland. This evaporator is the largest single evaporator to be undertaken by their subsidiary – Wellman Incandescent Furnace Co. Ltd. – under its long-standing licence agreement with Swenson Division of Whiting Corporation of the United States. The value of the contract is in excess of £250,000.



Mon. C. Defarges, grocery buyer of INNO, recently visited Chichester with Shippam's agent in France, Mon. C. Tabar. The INNO Group also include the stores of Monoprix and Prisunic. Seen here are Mr. W. J. Eastwood, export manager of C. Shippam Ltd., explaining the mystique of the wishbone to (left to right) Mon. Camille Tabar, Mon. Claude Defarges, and Mr. W. J. Eastwood.

Paint plant for South Africa

A £500,000 contract has been awarded to Drysys (SA) (Pty) Ltd., the South African subsidiary of the London-based Carrier Engineering Co. Ltd., to design and install a paint plant for Motor Assemblies Ltd., Durban.

£1.45 million highway contract

A new international highway from Nairobi to the Tanzania border is to be built for the Government of Kenya by the Mowlem Construction Co. Ltd. at a cost of £1.45 million. The road will be 86 miles long and will run from the Athi River, near Nairobi, through Kajiada to the border at Namanga. Work will start immediately and the highway will take 16 months to complete.

Orders for fork lift trucks

An order for their four-ton capacity 'Defiant' fork lift trucks worth approximately £50,000 has been received by the mechanical handling division of Shelvoke & Drewry Ltd., a member of the Butterfield group of companies. The order has been placed by the Casablanca Port Authority, who already operate a number of the company's models. This follows an order worth £35,000 for 10-ton capacity fork lift trucks from the Nigerian Port Authority also received within the past month.

Shelvoke & Drewry heavy duty fork lift trucks are used by port authorities in many countries, including Algeria, Australia, Belgium, Ghana, Greece, Holland, Italy, Lebanon, Libya, Malaysia Morocco, New Zealand, Nigeria, Norway, Portugal, Portuguese Guinea, Republic of Guinea, Singapore, Spain, Sweden, Tunisia and Yugoslavia.

Airport services contract

A continuation contract worth £833,000 has been negotiated by International Aeradio Ltd., Southall, Middx., with the department of Civil Aviation of Saudi Arabia. It provides for the operation of aviation technical services at more than 20 locations in that country for a period of one year.

Corrugating equipment for France

Yet another French company, Societe Industrielle des Cartonneries de Lumbres SA, has chosen Langston Masson corrugating equipment. SICAL, a member of the French Charfa group, recently ordered from Masson Scott Thrissell Engineering Ltd., London, a 96-in. Langston Masson high-speed, heavy-duty corrugator valued at more than £150,000 for its box plant at Lumbres in Northern France.

Wool textile successes

Last year the British wool textile industry contributed £216 million to Britain's balance of payments, an increase of £3 million over the industry's performance in 1968 and £11 million better than in 1967.

The export earnings of the industry in 1969 were in excess of £157 million, 6 per cent more than in the previous year and the highest total since 1964. Gains were evident in virtually all sections of overseas trade. Shipments of wool cloth and tops (combed wool) showed increases of 8 per cent and 11 per cent respectively, while exports of yarns rose by 14 per cent to reach the highest level in post-war years.

Trade with the Common Market as a whole made good progress, despite tariff handicaps, with the value of exports of major items showing an increase of 10 per cent over 1968. Shipments to EFTA were worth 8 per cent more, attributable largely to a gain of 20 per cent in yarn exports.

One of the brightest spots in the year's trading was the substantial increase in exports to Japan. Shipments of cloth were worth £8.3 million, £1.4 million more than in 1968, while the value of top trade rose from £1.7 million to £2.9 million. Sales of cloth to the other major Far Eastern market, Hong Kong, also reached a record figure at £6.7 million.

Exports of British wool textile industry products in March of this year were worth £13.2 million, £1.2 million more than in the corresponding month of 1969. During the first quarter of 1970 overseas sales totalled £37.5 million, an increase of £2.2 million – 6 per cent – over 1969.

Exports trebled in two years

Because export sales of its Design Award-winning furniture castor have almost trebled during the past two years, Joseph Gillott & Sons Ltd., Dudley, Worcs., are having to accelerate plans for further factory extensions. In 1968/69 export sales of 'Orbit' castors were up by 78.33 per cent on the previous 12 months, and the 1969/70 figures showed a further 54.75 per cent increase.

The firm's castors are now being exported to 38 different countries – eight more than a year ago. Australia and South Africa have just been opened up, and initial business there is very good indeed. After a special study of the Scandinavian market, particularly of time-saving delivery methods, results during the past year have been impressive. Sales to Sweden – one of our best individual markets – have increased by 50 per cent, sales to Norway are up 80 per cent, and Denmark has taken 33 per cent more.

In the United States, sales have trebled during the year.

The value of Gillott's overseas sales of castors rose from £43,000 two years ago to £120,000 for the past year.

Floodlights for Chicago billboard

Exporting lighting equipment to the United States is as hard as selling refrigerators to eskimos, according to Mr. Leslie Wyton, export director of GEC (Lamps and Lighting) Ltd., Wembley, Middx. But he revealed that his company has sold 1,000 flood-lighting units to the States in the past two years.

The orders, landed in the face of strong American competition, include one to illuminate Chicago's largest billboard (98ft. x 33ft.).

Congo hotel contract

Under a £630,000 contract, Drake & Scull International (a member of the Drake & Gorham, Scull group) have been appointed to supply and install complete mechanical and electrical engineering services in a new 260-guest room hotel to be built at Kinshasa, Congo. Under its contract, D&SI will provide all electrical, air conditioning, refrigeration, plumbing and sanitation, sewage treatment and kitchen installations, together with plumbing and filtration plant for the swimming pool. The hotel is due for completion in June 1971.

Dounreay export successes

A space-age sales drive by United Kingdom Energy Authority scientists has resulted in the fast reactor establishment at Dounreay on the north coast of Scotland earning about £1 million a year in export orders. Regular customers include Germany, France, Italy, Japan and Belgium, though Mr. Cliff Blumfield, assistant director, who led the hunt for overseas business points out, 'We get orders from practically every country in the world which has a nuclear energy programme. There is no way of being absolutely certain of this, but I am pretty sure that we are getting the lion's share of the present market, including work from one of our most serious competitors, France.'

The lead in experience and expertise coupled with the versatility and flexibility of the Dounreay fast reactor gives the team a considerable 'edge' when competing for business overseas. One of the experiments which they are happy to undertake at Dounreay, but which other countries do not like to do, is to test fuel rods in the reactor right up to failure point.

The present Dounreay order book promises a slight increase in income over the next two to three years, but Mr. Blumfield feels that the market is still too limited to hope for any increase as dramatic as that of the past five years. 'We have on hand at the moment orders worth nearly £1 million, and draft contracts are under negotiation for a further £1 million worth of work. In addition the current score on tentative inquiries totals nearly another £2 million.'

£833,000 telephone equipment contracts

Contracts worth more than £833,000 have been awarded to GEC-AEI Telecommunications Ltd. by the New Zealand Post Office for the supply of telephone exchange switching equipment. The contracts cover automatic equipment for three new exchanges, extensions to seven existing exchanges, and approximately 6,000 lines of equipment for unattended automatic exchanges.

The equipment will be manufactured in the company's factories in Coventry, the North-East and in Scotland.

£2 million computers to USSR

The sale of four ICL computers to the USSR – orders totalling over £2 million – has been announced by International Computers Ltd., London. The largest of the machines, all of which are in the ICL System 4 range, is a 262K 4-70 worth over £700,000 for the Institute of Management Control.

£100,000 orders within three weeks

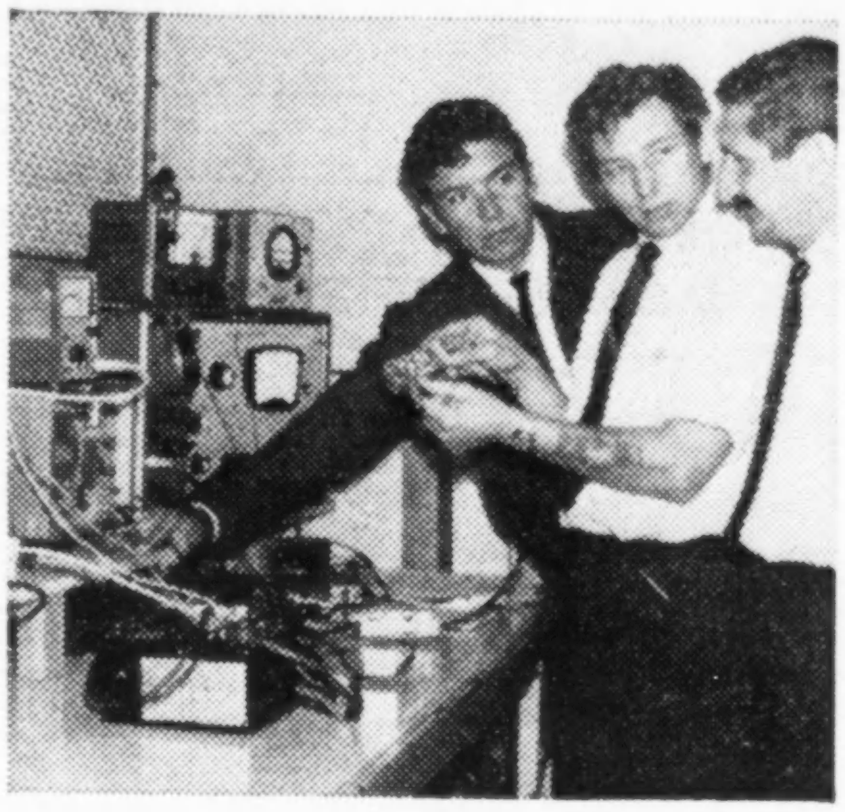
During the first three weeks of June orders worth £100,000 for their specialized mining equipment were received by Richards Structural Steel Co. Ltd., Leicester, from Ghana, Indonesia, Malaysia, Colombia and Australia. The company are structural and mechnnical engineers who also manufacture dredging, mining and foundry plant equipment.

British designs for Malta bridges

The Malta Government has instructed Brian Colquhoun and Partners, London, consulting engineers, to proceed with the design, contract control and construction of two prestressed concrete road bridges at an estimated overall cost of £950,000. The bridges will be located on the Zebbug-Siggiewi road and on the Hamrun by-pass, on the outskirts of Msida.

Battery orders from Australia

Alkaline Batteries (Australia) Pty., the wholly owned subsidiary of the Redditch-based company, recently won orders worth $A50,000 from the Australian Hydro Electric Commission. Battery plates for 110-volt standby batteries will be manufactured at Alkaline Batteries, Redditch, and exported to Australia for final assembly.



The Chilean Air Force is being equipped with SARBE (search and rescue beacon equipment) and 'homers' for its helicopter rescue force, following a £10,000 contract awarded to Burndept Electronic (ER) Ltd. Two electronic engineers from the air force base at Santiago recently completed a familiarization course at Burndept's Erith factory, and in this picture Sgt. Julio Aravena (right) and Cpl. Raul Diaz (left) get to know the BE 361 personal locator beacon for aircrew liferaft use. The beacon automatically starts to transmit signals on the aviation distress frequency when the raft is inflated.

43 per cent increase in exports

Thermos Ltd., manufacturers of vacuum ware report a 43 per cent increase in export sales for the first five months of this year compared with the same period in 1969. During the past three years, Thermos Ltd. have consistently recorded dramatic developments in world-wide exports: 1969 represented a 20 per cent increase on 1968.

The company now export to 187 countries. Sales trips this year have covered Central and South America, the West Indies, South and East Africa, and Europe; four more major tours of at least six week's duration are planned for the remainder of 1970, together with numerous shorter trips by the company's export sales team.

Precipitators for Newfoundland

Sturtevant Engineering Co. Ltd., London, have received an order worth over £75,000 from Walmesleys (Bury) Ltd., for two electrostatic precipitators and associated dampers for the new paper mill complex being built for Javelin Paper Corporation Ltd., at Stephenville, Newfoundland.

Contract for four boilers

A contract for four large gas-burning boilers has been awarded to George Clark & NEM Ltd., Hartlepool. The contract was placed by the Power-Gas Corporation of Stockton. The boilers will be installed at Qatar, to be used in conjunction with a urea/ammonia complex being engineered by Power-Gas for Gibb Ewbank Industrial Consultants.

British building system used for school

A famous British industrialized building method was chosen by German authorities for the erection of a school in Brussels for the children of the local German community. The school, which provides for nursery, primary and secondary education, was built in the CLASP (Consortium of Local Authorities Special Programme) system and was erected by Brockhouse Systembau GmbH, Dortmund, a subsidiary of Brockhouse Steel Structures Ltd., West Bromwich, manufacturers of the special steel frame upon which the system is based.

Work on the school, which cost approximately £500,000 and which includes an assembly hall, gymnasium and swimming pool, began in October 1969 and was completed recently.

Tissue winder for France

Masson Scott Thrissell Engineering Ltd., London, have received an order for a T2A tissue winder, from Papeteries Aubry of France. This will be the first MST winder to be installed in France, and it will embody all the latest developments to produce the highest standard of rewound reels. The order is worth approximately £55,000.

Pest control contract in S. Africa

The Rentokil group's South African subsidiary has been awarded a pest control contract covering all 33 provincial hospitals in the Western Cape, including Groote Schuur Hospital. The company will provide a service to control cockroaches and rodents throughout the hospital buildings.

Recently Rentokil Pty. Ltd., also fumigated the priceless furniture from the Groote Schuur building, an outstanding example of Cape Dutch architecture and home of South Africa's Prime Ministers. The treatment was necessary to deal with wood-borers.

Digesters for Canada

The fabrication division of Whessoe Ltd. have won a multi-thousand-pound order from Kamyr Inc. of New York to supply two large continuous digesters to be incorporated in a paper mill complex to be built at Stephenville, Newfoundland, on behalf of the Javelin Paper Corporation.

The vessels to be fabricated in Whessoe's Darlington works, will utilize approximately 700 tons of steel.

£20,000 order from Japan

Airoil Burner Co. (GB) Ltd., West Drayton, have been selected to equip a hydrogen plant at Kawasaki, Japan, with their 'Walrad' industrial radiant burners, an order worth over £20,000.

£75,000 Pakistan order

Howard Rotavator Co. Ltd., West Horndon, Essex, have won an order from Pakistan for tractor-mounted Rotavators and spare parts worth £75,000. Delivery of the machines has already begun and will continue over the next two months.

Mr. S. A. Marozzi, Howard's Middle East representative, recently returned from an intensive four-week sales and demonstration programme in Pakistan where the Government is anxious to boost food production in both the east and west of the country. He also visited Iran, Lebanon, Syria and Cyprus, where sales of Rotavators are on the increase.

£3 million computer-controlled factory

ITT Austria, an associate of International Telephone and Telegraph Corporation (ITT), is to build a £3 million factory, laboratory and office complex at Strebersdorf on the outskirts of Vienna. Occupying a 65,000 sq. metre site, the factory – which will be ready in 1972 – will produce telephone exchange and transmission equipment and will employ about 2,500 people. The whole of the production facility will be controlled by computer.

British batteries on Baghdad buses

Alkaline Batteries Ltd., Redditch, recently supplied 30 nickel cadmium batteries for use on Baghdad Transport buses. This latest order brings the total number of batteries supplied to Baghdad Transport to over 400.

Catering equipment orders

Orders have been obtained recently by Stotts of Oldham for the supply and installation of catering equipment for the contractors' camp at HMS Rooke, Gibraltar; the Salaminia Tower and Cleopatra Hotels, Cyprus; and for the Kuwait Oil Company's Hubara Club at Al Ahmadi, Kuwait.

Contracts from Sweden and Germany

The Electrical Apparatus Co., St. Albans, have received orders for their digital indicating device 'Digivisor' from the Saab Motor Works, Sweden, and for control panels from Schuler of Germany, for use on motor body presses being manufactured for the Ford Motor Company.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Rules of competition—restrictive agreements

THE *Journal Officiel des Communautés Européennes* No. C64 dated June 2, 1970 contains the text of an EEC Commission notice on agreements, decisions and concerted practices of minor importance that do not fall within the scope of Article 85 (1) of the Treaty establishing the European Economic Community.

This notice fixes the limit below which the rules on restrictive agreements are not to apply. In the Commission's opinion restrictive agreements do not fall under the ban of Article 85 (1) of the EEC treaty if their effect in trade between member countries and on competition is negligible. Only those agreements are prohibited which appreciably affect the market position of non-participating enterprises or of consumers. Under the definition given by the Commission this condition is in general satisfied only if

(i) The market share of the parties to the agreement is more than 5 per cent, or

(ii) The aggregate annual turnover of the parties to the agreement and of the firms economically associated with them exceeds 15 million units of account or where agreements among trading companies are concerned, 20 million units of account (unit of account=US$1).

The French text of this notice which will enable firms to ascertain for themselves which of their agreements do not come under Article 85 (1) of the EEC Treaty and thus no longer need to be notified to the Commission, may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174). An English translation of this notice and of Article 85 (1) referred to above may be obtained on application to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354). They must not be treated as official or authentic texts. Readers are reminded that the texts are authentic only in the French, German, Italian and Netherlands languages.

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French texts of the Regulations may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

GENERAL

Regulation (CEE) No. 1232/70 modifies **Regulation (CEE) No. 204/69** establishing for certain agricultural products exported in the form of goods not covered by Annex II of the Treaty, the general rules relating to the granting of export refunds and the criteria for fixing their amount (*Journal Officiel* No. L141 dated June 29, 1970). **Regulation (CEE) No. 204/69** affected products covered by the basic **Regulations (CEE) Nos. 120/67** (cereals), **122/67** (eggs), **359/67** (rice), **1009/67** (sugar) and **804/68** (milk and milk products).

Regulation (CEE) No. 1253/70 modifies a number of agricultural Regulations in so far as they concern certificates and levies (*Journal Officiel* No. L 143 dated July 1, 1970).

The draft texts of a number of proposed Directives for the reform of agriculture in the EEC were published in the *Journal Officiel des Communautés Européennes*, No. C70, dated June 12, 1970. The French texts of these proposed directives may be seen on application to the Export Data Branch at the address given above. It should be noted that the texts of the directives when finally approved may differ from the draft texts referred to above.

FLAX AND HEMP

Regulation (CEE) No. 1308/70 establishes a common organization of the markets in the flax and hemp sector (*Journal Officiel* No. L 146 dated July 4, 1970).

EGGS

Regulation (CEE) No. 1295/70 completes the provisions relating to the marketing of certain packages of eggs subject to the provisions of **Regulation (CEE) No. 1619/68** concerning certain marketing standards applicable to eggs (*Journal Officiel* No. L 145 dated July 3, 1970).

SUGAR

Regulation (CEE) No. 1205/70 fixes the prices in the sugar sector for the 1970/1971 marketing year, as well as the quality standards for white sugar and sugar beet (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1206/70 fixes for the 1970/1971 Sugar Marketing Year, the derived intervention prices, the intervention prices for unrefined sugar beet, the minima prices for sugar beet, the threshhold prices, the quantity guarantee and the maximum amount of the production quota (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1207/70 completes **Regulation (CEE) No. 1898/68** establishing the measures affecting the basic sugar quotas in the event of mergers or transfer of companies and the transfer or letting of factories (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1249/70 modifies **Regulation (CEE) No. 1087/69** relating to Member States communications in the sugar sector (*Journal Officiel* No. L 142 dated June 30, 1970).

Regulation (CEE) No. 1250/70 fixes for the 1970/1971 Sugar Marketing Year, the amount of the refund and the amount of the contribution for compensation of storage costs in the sugar sector (*Journal Officiel* No. L 142 dated June 30, 1970).

Regulation (CEE) No. 1269/70 fixes the basic amount of the import levy for syrups and certain other products of the sugar sector (*Journal Officiel* No. L 143 dated July 1, 1970).

Regulation (CEE) No. 1276/70 fixes for the 1970/1971 Sugar

(Continued on next page)

EUROPEAN COMMUNITIES, *continued*

Marketing Year, the levies on sugar beet and cane sugar (*Journal Officiel* No. L 143 dated July 1, 1970).

Regulation (CEE) No. 1277/70 fixes the production refunds for white sugar used in the chemical industry (*Journal Officiel* No. L 143, dated July 1, 1970).

Regulation (CEE) No. 1282/70 modifies **Regulation (CEE) No. 1669/69** relating to certain measures to be taken in the sugar sector following the devaluation of the French franc (*Journal Officiel* No. L 143 dated July 1, 1970).

CEREALS

Regulation (CEE) No. 1208/70 fixes the prices in the cereals sector for the 1970/1971 Marketing Year (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1209/70 fixes the threshold prices for cereals for the 1970/1971 Marketing Year (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1210/70 fixes for the 1970/1971 Marketing Year, the principal marketing centres for cereals and the derived intervention prices relevant to them, as well as the intervention price for maize (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1211/70 fixes for the 1970/1971 Marketing Year, the monthly increases in the prices of cereals, flour groats and corn or rye meal (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1212/70 fixes the production subsidy for durum wheat during the 1970/1971 Marketing Year (*Journal Officiel* No. L141 dated June 29, 1970).

Regulation (CEE) No. 1248/70 maintains for the 1970/1971 Marketing Year, certain provisions applicable in the 1969/1970 Marketing Year, in the cereals sector (*Journal Officiel* No. L 142 dated June 30, 1970).

Regulation (CEE) No. 1278/70 fixes the denaturation premium for soft wheat during the 1970/1971 Marketing Year (*Journal Officiel* No. L 143 dated July 1, 1970).

RICE

Regulation (CEE) No. 1213/70 fixes the target price for husked rice for the 1970/1971 Marketing Year (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1214/70 fixes for the 1970/1971 Marketing Year, the intervention prices for paddy rice, the threshold prices for husked rice and for broken rice, and the protection amount to include in the threshold price for blanched rice (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1215/70 fixes the compensatory guarantee for paddy rice in stock at the end of the 1969/1970 Marketing Year (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1216/70 fixes the monthly increases in the prices for rice during the 1970/1971 Marketing Year (*Journal Officiel* No. L 141 dated June 29, 1970).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 1217/70 fixes for the 1970/1971 Marketing Year, the target prices and the basic intervention prices for oil seeds (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1218/70 fixes for the 1970/1971 Marketing Year, the monthly increases in the target prices and in the intervention prices for oil seeds (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1219/70 fixes for the 1970/1971 Marketing Year, the principal intervention centres for oil seeds and the derived intervention prices applicable to them (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1220/70 modifies **Regulation (CEE) No. 116/67** relating to the subsidy for oilseeds (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1221/70 modifies **Regulation (CEE) No. 876/67** which establishes supplementary aid for colza and rape seeds processed in Italy (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1283/70 fixes the production refund for olive oil used in the manufacture of canned fish and vegetables (*Journal Officiel* No. L 143 dated July 1, 1970).

Regulation (CEE) No. 1292/70 stops the compensatory import amount for certain castor oils originating in or coming from Brazil which were fixed by Regulation CEE No. 1032/70 (*Journal Officiel* No. L 144 dated July 2, 1970).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1222/70 fixes the target price for milk and the intervention prices for butter, powdered skimmed milk and 'Grana Padano' and 'Parmigiano Reggiano' cheeses for the 1970/1971 Milk Marketing Year (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1223/70 fixes the threshold prices for certain milk products during the 1970/1971 Milk Marketing Year (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1224/70 fixes the subsidies for skimmed milk and powdered skimmed milk intended for animal feedstuffs for the 1970/1971 Milk Marketing Year (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE)No. 1225/70 relates to the general rules specified to compensate the corrective amounts applied to the intervention prices for certain milk products (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1226/70 authorizes Belgium to grant aid for the production of whole powdered milk (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1227/70 modifies **Regulation (CEE) No. 986/68** establishing the general rules relating to granting subsidies for skimmed milk and powdered skimmed milk intended for animal feedstuffs (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1285/70 establishes a special measure relating to the disposal of powdered skimmed milk bought by the Intervention Organizations (*Journal Officiel* No. L 144 dated July 2, 1970).

Regulation (CEE) No. 1315/70 relates to the certified proof which must be given following applications for premiums for the non-marketing of milk and milk products (*Journal Officiel* No. L 146 dated July 4, 1970).

CATTLEMEAT

Regulation (CEE) No. 1228/70 fixes the guidance prices valid during the 1970/1971 Marketing Year, for calves and adult bovine animals (*Journal Officiel* No. L 141 dated June 29, 1970).

Regulation (CEE) No. 1281/70 modifies **Regulation (CEE) No. 1084/68** in so far as it concerns the rate at which the import levy, applicable to frozen cattle meat intended for processing, is suspended (*Journal Officiel* No. L 143 dated July 1, 1970).

PROCESSED AGRICULTURAL PRODUCTS

Regulation (CEE) No. 1229/70 extends the validity of **Regulation (CEE) No. 1267/69** fixing special provisions applicable to the import into the community of goods covered by **Regulation (CEE) No. 1059/69** coming from Greece (*Journal Officiel* No. L141 dated June 29, 1970).

Regulation (CEE) No. 1231/70 modifies **Regulation (CEE) No. 1060/69** fixing the quantities of basic products which are deemed as being used in the manufacture of goods covered by **Regulation (CEE) No. 1059/69** (*Journal Officiel* No. L141 dated June 29, 1970).

Regulation (CEE) No. 1279/70 determines the variable elements and the additional duties applicable during the third quarter of 1970 to the import into the Community of goods covered by **Regulation (CEE) No. 1059/69** (*Journal Officiel* No. L143 dated July 1, 1970).

Regulation (CEE) No. 1280/70 modifies **Regulation (CEE) No. 1671/69** relating to certain measures to be taken for goods covered by **Regulation (CEE) No. 1059/69** following the devaluation of the French Franc (*Journal Officiel* No. L 143 dated July 1, 1970).

WINES

Regulation (CEE) No. 1273/70 fixes the mean prices for production in the wine sector (*Journal Officiel* No. L 143 dated July 1, 1970).

Regulation (CEE) No. 1275/70 concerns Community wines introduced into a Member State before the application of **Regulation (CEE) No. 816/70** and which do not comply with the provisions of Article 27 para 2 of that Regulation (*Journal Officiel* No. L 143 dated July 1, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 1291/70 fixes the methods of application for Article 11 para 2 of **Regulation No. 23** establishing a gradual common organization of the markets in the fruit and vegetables sector (*Journal Officiel* No. L 144 dated July 2, 1970).

Transport in the EEC

THE *Journal Officiel des Communautés Européennes* No. L140 dated June 27, 1970, contains the text of **Decision No. 70/325/CEE** which establishes the standard form on which member states shall forward, to the Commission, all information necessary to establish the general report which must be sent to the council every year in application of Article 17 paras 1 and 2 of **Regulation (CEE) No. 543/69** relating to the harmonization of certain social provisions in the sphere of road transport.

The French text of both the Decision and Regulation may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Common Customs Tariff and Tariff Quotas

THE *Board of Trade Journal* dated September 6, 1968 (pages 678-679) contained a notice about the Common Customs Tariff of the European Communities which came into effect on July 1, 1968, and was published as **Regulation (CEE) No. 950/68** in the *Journal Officiel des Communautés Européennes* No. L172 dated July 22, 1968.

The *Board of Trade Journal* dated January 7, 1970 (page 59) contained an announcement about **Regulation (CEE) No. 2451/69** modifying **Regulation (CEE) No. 950/68** and setting out the rates of duty applicable to imports from third countries with effect from January 1, 1970.

The texts of the following Regulations, which further modify **Regulation (CEE) No. 950/68,** have been published in the following *Journaux Officiels*:

Regulation (CEE) No.	*Journal Officiel* No.	Dated
1230/70	L 141	June 29, 1970
1237/70	L 141	June 29, 1970
1239/70	L 142	June 29, 1970

These modifications concern the following tariff headings in the Common Customs Tariff:—

17.04 Sugar Confectionery, not containing cocoa (Regn 1230/70)

27.10 Petroleum oils and oils obtained from bituminous minerals, other than crude; preparations not elsewhere specified or included, containing not less than 70 per cent by weight of petroleum oils or oils obtained from bituminous minerals, these oils being the basic constituents of the preparations. (Regn 1237/70). (This regulation also modifies tariff headings 29.38., 29.39., 29.41., 29.42 in the Dutch and German texts of Regulation 950/68)

39.02 C 1. Polyethylene and 51.04 B Woven fabrics of regenerated textile fibres (Regn 1239/70 modifies the rate of duty charged on imports of these products which originate in the United States.)

The *Journal Officiel des Communautés Européennes* No. L140 dated June 27, 1970, contains the text of **Regulation (CEE) No. 1203/70** relating to the classification of goods under Common Customs Tariff Headings Nos. 48.07 C (Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated, or printed (not being merely ruled, lined or squared and not constituting printed matter within Chapter 49) in rolls or sheets: Tarred, bituminised, asphalted, reinforced or not, whether or not coated with sand or similar products); 48.15 B (other paper and paperboards, cut to size or shape: Other) and 68.08 (Articles of asphalt or of similar material [e.g. of petroleum bitumen or coal tar pitch]).

The *Board of Trade Journal* dated January 21, 1970 (pages 189/190) contained an announcement about **Regulation (CEE) No. 2620/69** setting up a Community Tariff Quota for 53,000 tonnes of tunny fish, fresh, frozen or chilled, whole, headed or in pieces, intended for preserving (Common Customs Tariff No. ex 03.01 B I [b]) at a 'nil' rate of duty for the period January 1, 1970, to December 31, 1970. The *Journal Officiel des Communautés Européennes* No. L141 dated June 29, 1970, contains the text of **Regulation (CEE) No. 1233/70** increasing this quota to 69,300 tonnes, 63,000 tonnes of which have been re-allocated on the following basis:

France	12,000 tonnes
Italy	50,800 tonnes
Belgo-Luxembourg Economic Union	200 tonnes

The amount of the reserve is increased from 5,000 tonnes to 6,300 tonnes and will be available to member countries who use 90 per cent or more of their original allocation.

Details of the methods of allocation and of the conditions attached to the whole quota may be obtained from the Export Data Branch at the address given below.

The *Journal Officiel des Communautés Européennes* No. L141 dated June 29, 1970, contains the texts of two Regulations setting up Community Tariff Quotas as follows:

Regulation (CEE) No. 1234/70 sets up a Community tariff quota for 20,000 head of heifers and cows (other than those intended for slaughter) of certain mountain breeds (Common Customs Tariff No. ex 01.02 A II [b] 2) at a 6 per cent rate of duty for the period July 1, 1970 to June 30, 1971. 14,000 head of this quota have been allocated on the following basis:

Germany	7,000 head
France	2,750 head
Italy	4,250 head

The remaining 6,000 head will form the reserve.

Regulation (CEE) No. 1235/70 sets up a Community tariff quota for 5,000 head of certain alpine breeds of bulls, cows and heifers (other than those intended for slaughter) (Common Customs Tariff No. ex 01.02 A II [b] 2) at a 4 per cent rate of duty for the period July 1, 1970, to June 30, 1971. 4,100 head of this quota have been allocated on the following basis:

Germany	200 head
France	100 head
Italy	3,800 head

The remaining 900 head will form the reserve. Details of the methods of allocation and of the conditions attached to these quotas may be obtained on application to the Export Data Branch at the address given below.

The French texts of all the Regulations referred to may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Suspension of duties in the Common Tariff

THE *Journal Officiel des Communautés Européennes* No. L142 dated June 30, 1970, contains the text of **Regulation (CEE) No. 1238/70** suspending, at the rate indicated, the Common Customs Tariff applicable to the following goods until the entry into force of the agreement between the European Economic Community and Israel, and not later than December 31, 1970:

Common Customs Tariff No.	Description of goods	Rate at which duty is suspended
		Per cent
08.02 D	Grape fruit and pometos	7·2
20.06 B II (a) 2	Grapefruit and pomades, segments, without alcohol, with added sugar, in immediate packings with a net content of over 1 kg	18·4 (a)
20.06 B II (c)	Grapefruit and pomelos segments not containing alcohol, not containing added sugar, in immediate packings with a net content:	
ex 1 (cc)	Of 4·5 kg. or more	18·4
ex 2	Of less than 4·5 kg.	18·4
ex 28·40 B II	Diacalcium phosphate with a fluorine content of less than 0·2%, and an iron content of more than 0·01%	9·6
ex 29.02 A III	Methyl bromide for agricultural use (b)	17
ex 60.05 A II	Bathing costumes	16·8
ex 60.05 A II	Outerwear for babies	16·8
ex 60.06 B	Bathing costumes	16
ex 61.01	Outergarments for men, of synthetic fibres	16
ex 61.02 B	Outergarments for women, of synthetic fibres	16
ex 61.02 B	Bathing costumes	16

(a) The application of the suspended duty does not preclude the possible collection, in addition, and conforming to the arrangements in force in the sector of processed products with a fruit and vegetable base containing added sugar, of a levy on sugar corresponding to the import levy on sugar and applicable to the quantity, expressed in sucrose of the various sugars contained in this product.

(b) Inclusion in this sub-heading is subject to conditions to be determined by the competent authorities.

The *Journal Officiel des Communautés Européennes* No. L141 dated June 29, 1970, contains the text of **Regulation (CEE) No. 1236/70** totally suspending the Common Customs Tariff applicable to synthetic textile fibres of aromatic polyamide obtained by the polycondensation of metaphenylenediamine and isophtholic acid (Common Customs Tariff No. ex 56.01 A) for the period July 1, 1970, to December 31, 1970.

The French texts of these Regulations may be seen on application to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Advertisement of Company Meeting

STEEL BROTHERS
AND COMPANY LIMITED

Expansion policy continues

THE 79th Annual General Meeting of Steel Brothers and Company Limited will be held on July 29, 1970, in London. The following is an extract from the statement by the Chairman, Mr. W. F. G. Salkeld:

Approval by Members has been given to a Scheme of Arrangement, the principal effect of which will be to transfer the ownership of the Company to Steel Brothers Holdings Ltd., a new holding Company formed specifically for this purpose.

In this year of reorganization which I am sure will strengthen the ability of the Group to face the future, it is appropriate to mention that the Company has reached the first 100 year milestone of its existence—the brothers William Strang and James Alison Steel first commencing business in 1870.

The Board's policy of expansion continues, particularly in Australia where the Company confidently expects to share in the expanding economic prosperity of that area.

The net profit for the year was £494,750 after provision for taxation and including overspill of £33,628.

AUSTRALIA

Steel Brothers Australia Pty. Ltd., was formed in 1969 to act as a holding Company for our acquisitions in Western Australia. During 1969 a major interest was acquired in the **Houlahan Group** of Fremantle and **H. A. Robinson (1964) Pty. Ltd.** of Perth. Early in 1970 a further two acquisitions were made: **J. W. Thompson** of Perth and **Davidson (1970) Enterprises** of Kambalda. All the companies whose activities are now centralized in **Steel Brothers Australia Pty. Ltd.** operated profitably with the exception of **C. H. Severin & Sons Pty. Ltd.** This position has since been rectified. To date in 1970 good profits are accruing.

On May 1, 1970, a majority interest was acquired in **Premier Wire Works Pty. Ltd.** of Richmond, Victoria, thus giving us a foothold in the Eastern States.

CANADA

1969 was a year of sustained profitable growth for our Canadian interests and the long term outlook is for a continued upward trend.

Lime Division: This division had a successful year. The new production facilities continue to justify the investment in plant.

Aggregate Division: Once again this division experienced a most satisfactory year in spite of difficult market conditions.

Building Supply Division: The new depot referred to in my last report was opened in April 1969. This division is now well placed to meet the severe competitive conditions of the market and to contribute on an increasing scale to profits of the Group.

Canadian Lift and Loader Ltd. (formerly Jordan's Machine Works Ltd.): This Company became a subsidiary of our Canadian operating company in 1969 and further reorganization and development has been carried out.

MIDDLE EAST

Spinney's (1948) Ltd.: Despite the generally unsettled conditions prevailing in many parts of the Middle East, this subsidiary continued to return satisfactory results on a substantially increased turnover.

EAST AFRICA

A. Baumann & Co. Ltd.: Since the end of the year we have increased our investment in this Company so that it now becomes a subsidiary.

PAKISTAN

Chittagong and Karachi Branches: Our offices in both wings of the country are being reorganized to meet the circumstances of to-day.

UNITED KINGDOM

H. G. Sanders & Son Ltd., is being steadily re-equipped and continues to make a satisfactory contribution to profits. **Spire Homes Ltd.** had a successful year and produced a useful profit. **Insurance Group** has had a satisfactory year although income has barely kept ahead of rising costs. Emphasis had been given to expansion of overseas business. An important step has been taken with the decision to join our Insurance Broking interests with those of The British & Commonwealth Shipping Company Ltd.

Prospects. With profits to date running ahead of those of the same period in 1969 we look forward to a satisfactory year.

ICELAND

Trade Marks Act, 1968

UNDER THE ABOVE Act foreign trade marks can only be registered in Iceland if the application is accompanied by a certificate stating that the trade marks are already registered in the owner's home country. It is now understood, however, that nationals of the United Kingdom are not required to have previously registered their trade marks in their home country before applying for registration in Iceland. An announcement on this matter was made on May 12, 1970 by the Icelandic Minister of Industries in the following terms:

> 'In accordance with authority contained in Paragraph 2 of Article 28 of Act No. 47, May 2, 1968 concerning Trade Marks, the Ministry has decided, having obtained declaration of reciprocity, that the provisions of the said Act regarding obligatory registration of foreign nationals who apply for registration in Iceland to produce certificates of registration in their home country, shall not apply in respect of nationals of the United Kingdom.'

FRANCE

Import regulations for certain foodstuffs

THE FRENCH *Journal Officiel* of July 1 published a notice setting out the variable levies and maximum rates which apply from July 1, 1970 to certain foodstuffs of the following tariff headings: 17.04, 18.0.6 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 29.04, 35.05 and 38.12 (for the sake of brevity the condensed descriptions are omitted but can be seen in the *Export Intelligence Gazette* of June 29, 1970 (page 1) and the *Board of Trade Journal* of July 1, 1970 (page 27).

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Changes in value added tax

THE FRENCH *Journal Officiel* of July 4 announced that, with effect from July 1, 1970 the VAT rate on all types of television sets is reduced from the luxury rate of 33.3 per cent to the normal rate of 23 per cent.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

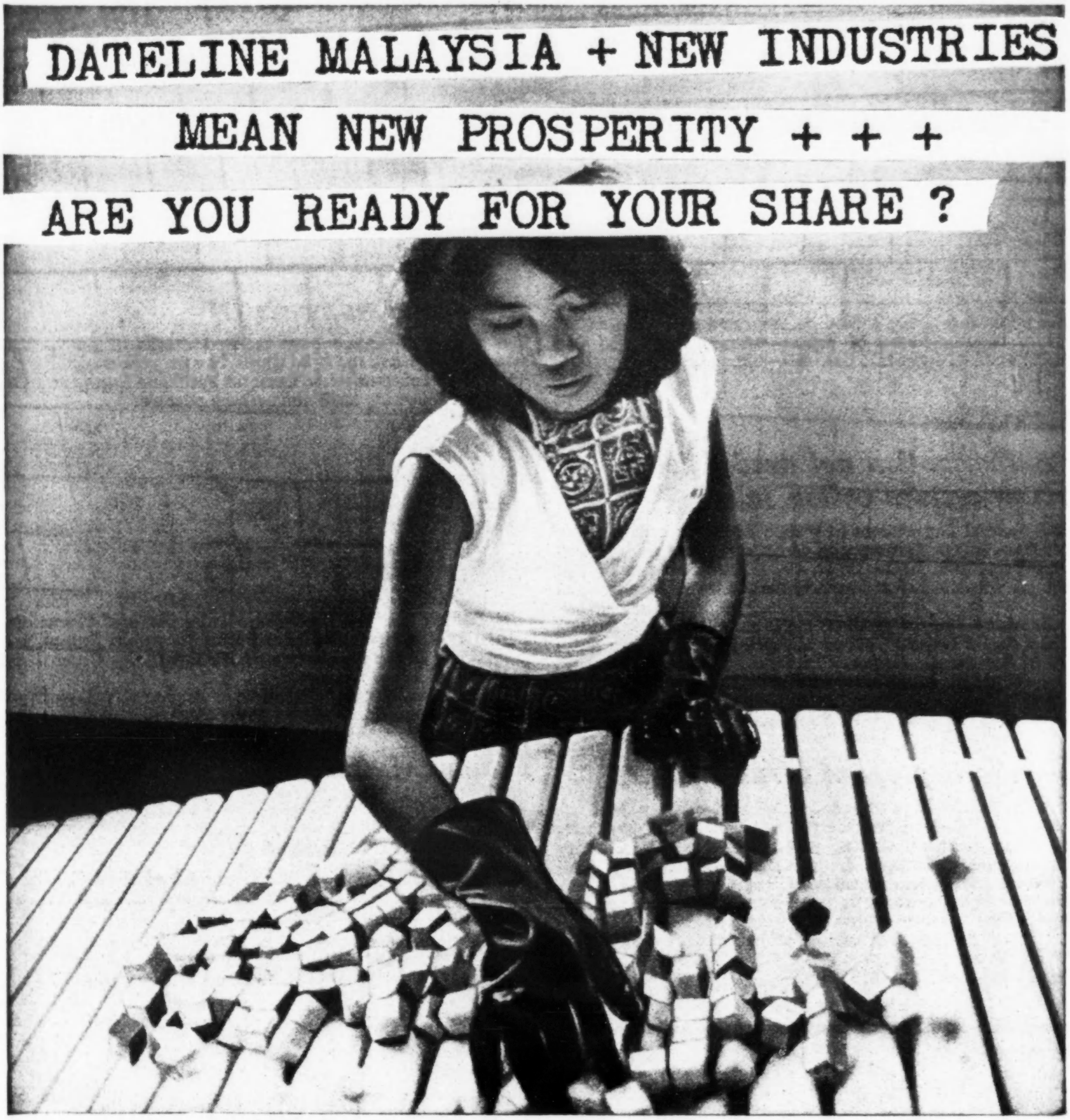
Liberalization of imports

IN ACCORDANCE with EEC Regulation No. 816/70 of April 28, 1970, the French *Journal Officiel* of June 23 announced the liberalization (with immediate effect) of the following goods previously subject to quantitative restrictions when imported into France from all countries:

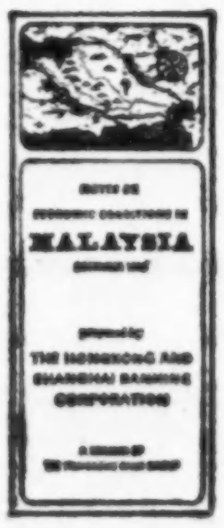
Tariff No.	Description
Ex 08.04	Grapes, fresh or dried:
Ex A	Fresh:
II	Other than dessert grapes
22.04	Grape must, in fermentation or with fermentation arrested otherwise than by the addition of alcohol
22.05	Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol (including mistelles)
Ex 22.07	Other fermented beverages (for example, cider, perry and mead): Piquette
Ex 22.09	Ethyl alcohol, undenatured, of a strength of less than 80°; spirits, liqueurs and other spirituous beverages; compound alcoholic preparations (known as 'concentrated extracts') for the manufacture of beverages:
Ex A	Ethyl alcohol, undenatured, of a strength of less than 80°: Alcoholic dilutions of agricultural origin
Ex 22.10	Vinegar and substitutes for vinegar: Wine vinegar
23.05	Wine lees, argol
Ex 23.06	Vegetable products of a kind used for animal food, not elsewhere specified or included:
Ex A	Acorns, horse chestnuts and fruit pomace or marc: Grape marc

Details of the procedure to follow for the importation of these goods will be given at a later date.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the French text may be seen.


DATELINE MALAYSIA + NEW INDUSTRIES
MEAN NEW PROSPERITY + + +
ARE YOU READY FOR YOUR SHARE ?

No longer just rubber. Pineapples: and much else. Diversification. Britain's Special Aid Programme is helping, too. There'll be more trade, more opportunities for sound investment. Experts confidently predict a big boost for Britain: that means you. Now you'll need the Hongkong Bank Group more than ever before. They're on the spot. They've analysed the situation. Prognosed the future. They're ready for your every move. With practical knowledge and help. They've compiled a booklet giving you the facts. Their Kuala Lumpur branches will keep you ahead in the market place.



Write for the special booklet on Malaysia to the address below.

THE HONGKONG BANK GROUP

9 Gracechurch Street London EC3

SPAIN

Duty-free import quota: tinplate and iron or steel strip

NOTICE WAS given in the *Board of Trade Journal* of January 14, 1970 (page 126) of a duty-free import quota for tinplate and iron or steel strip.

The Spanish *State Gazette* of July 3 announced the following increased duty-free quota valid until December 31, 1970.

Tariff heading	Description	Increased quota in tons
73.13 B 3 b and 73.12 B 3 a	Tinplate and iron or steel strip, other than special steel, tinned, of more than 457 mm. side	150,000

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

SWITZERLAND

Prior authorization not needed for imports of certain cotton fabrics

THE SWISS Federal Department of Public Economy ordered that, with effect from July 1, 1970 imports of cotton fabrics falling within tariff headings 5509. 10/24 30/34, 40/46 and ex 60/79 do not require the prior authorization formerly needed for imports of such products.

This is provided that the products conform with the stipulations of the Order of the Federal Council of April 6, 1970, on the duty-free entry of hand-made fabrics.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 459/460).

Ban on the imports of certain plants

THE SWISS authorities have announced, with effect from June 15, 1970, a ban on imports, from certain countries including the United Kingdom, of the following plants: Amelanchier, Chaenomeles, Cotoneaster, Crataegus, Cydonia, Malus, Mespilus, Pyracantha, Pyrus, Corbus and Stranvaesia

The ban has been imposed because these plants are regarded as host-plants for the bacteria *Erwinia amylovora.*

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 459/460).

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', Organization for Overseas Marketing' and Agency Legislation and Practice Abroad'. Together they contain over 300 *pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section* (707), *Board of Trade,* 1 *Victoria Street, London, S.W.*1.

YUGOSLAVIA

Reduction of import duties on certain products

IT HAS been published in the *Official Gazette* of Yugoslavia that the import duty on goods included under tariff chapters 84-92 has been reduced, except for tractors and tanks.

The new rates came into effect on March 27, 1970 and further details of goods affected may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475 and 420).

ISRAEL

Tariff amendments (1)

THE BOARD OF TRADE have received details of amendments to a number of items in the Israeli tariff. For the period until December 31, 1970 in the Schedule to the Customs Tariff and Exemptions Ordinance 1937, the following tariff numbers are affected:

73.15.3010
4010
82.05.3012
90.18.2000
91.11.9900

39.02.9910
73.37.1000
9900
76.02.1000
87.02.1061

73.24.1000
73.31.9910
73.32.2000
74.18.1000
76.03.9900
76.04.1000
76.06
82.04.2510
2590
9910
82.08
82.10.1000
9910
83.03.1000

83.09.1010
1090
84.16.3019
84.40.4019
84.59.1011
85.01.2111
2112
85.12.4010
85.21.3090
87.06.3000
87.07.1018
87.12.1010
2040
90.23.2000
9900

In Section 2 of the Emergency Order (Rate of Compulsory Payments) 1964, a new item follows item (3) and in Section 3 item (4) is repealed. In the Supplement of the Emergency Order, items 0162, 0163 and 0734 are repealed.

An amendment has been made in Section 1, sub-section (9) and (10) of the Excise on Tobacco Order (Variation of Tariff) 1966.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Tariff amendments (2)

THE BOARD OF TRADE have been advised of the following amendments to the Israeli Customs Tariffs and Exemptions Ordinance for the period up to December 31, 1970:

28.32.1000
9900
28.38.1000
3000
29.02.1010
1020
1030
1040
29.05.1000
9000
29.16.2000

29.19.1000
2000
9900
29.21.1000
9900
29.24.2000
3000
29.25.3000
3100
3200
3300

29.35.1000
2000
9900
38.11.1000
1010
1090
39.07.9940
69.10.1000

Amendments have also been made in the Supplement of the Israeli Emergency Order (Rate of Compulsory Payments) 1964. The following items are affected:

0735-73.03 (New item)
0382-38.19 (New item)
1014 (New item – textile fabrics)
0292-29.15
1002 (Aromatic and flavouring substances)
0921 – Repealed. (Musical instruments)

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

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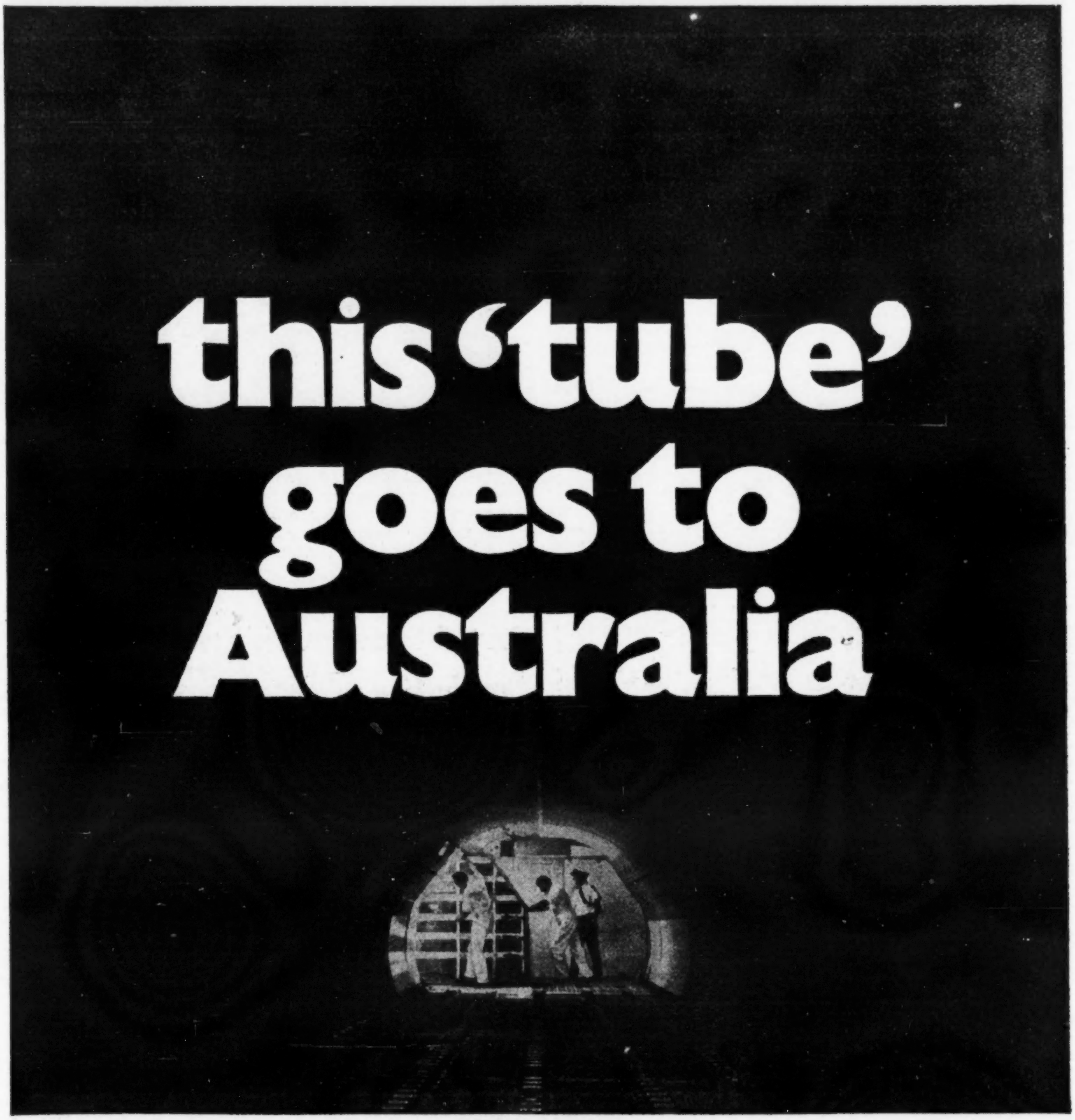

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IRAN

Import of samples

IT HAS been announced in the Government *Official Gazette* that the Iranian Government have decided to join the International Convention to Facilitate Import of Commercial Samples and Advertising Material.

Iranian Government departments have been instructed to notify the United Nations Organization of the decision and to take the necessary implementation action.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

KUWAIT

Ban on xylitol

THE KUWAIT *Official Gazette* of June 21, 1970 carried an announcement by the Ministry of Public Health prohibiting the import, possession, use or offering for sale of xylitol, which is a pentose alcohol for intravenous alimentation.

No further information is available, but inquiries should be addressed to Tariff Section, Export Services Division, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

SAUDI ARABIA

Labelling of confectionery

THE SAUDI ARABIAN Ministry of Commerce and Industry has announced in the local press that, with effect from October 1, 1970 the import of 'sweets, sugars and tahini sweets' will be prohibited unless the net weight either in metric or avoirdupoid units is clearly marked in English or Arabic on the outer cover of the packet. (Tahini sweets are made locally from sesame seed, meal and sugar.)

No further information is available, but inquiries should be addressed to Tariff Section, Export Services Division, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

LIBYA

Development Budget

FURTHER TO the Notice in the *Board of Trade Journal* of May 13, regarding the Libyan Development Budget for the year April 1970/March 1971, the following breakdown of the allocation for Agriculture and Agrarian Reform has now been released:

Table of Expenditure – £ Libyan

1. Agriculture and Agrarian Reform	*50,000,000*
1. Research, guidance and statistics	325,000
2. Marketing loans and subsidies	6,500,000
3. Water and soil conservation	8,140,000
4. Plant production	1,331,000
5. Animal production	2,710,000
6. Forestry and pastures management	854,000
7. Land reclamation	28,410,000
8. Agricultural roads	1,730 000

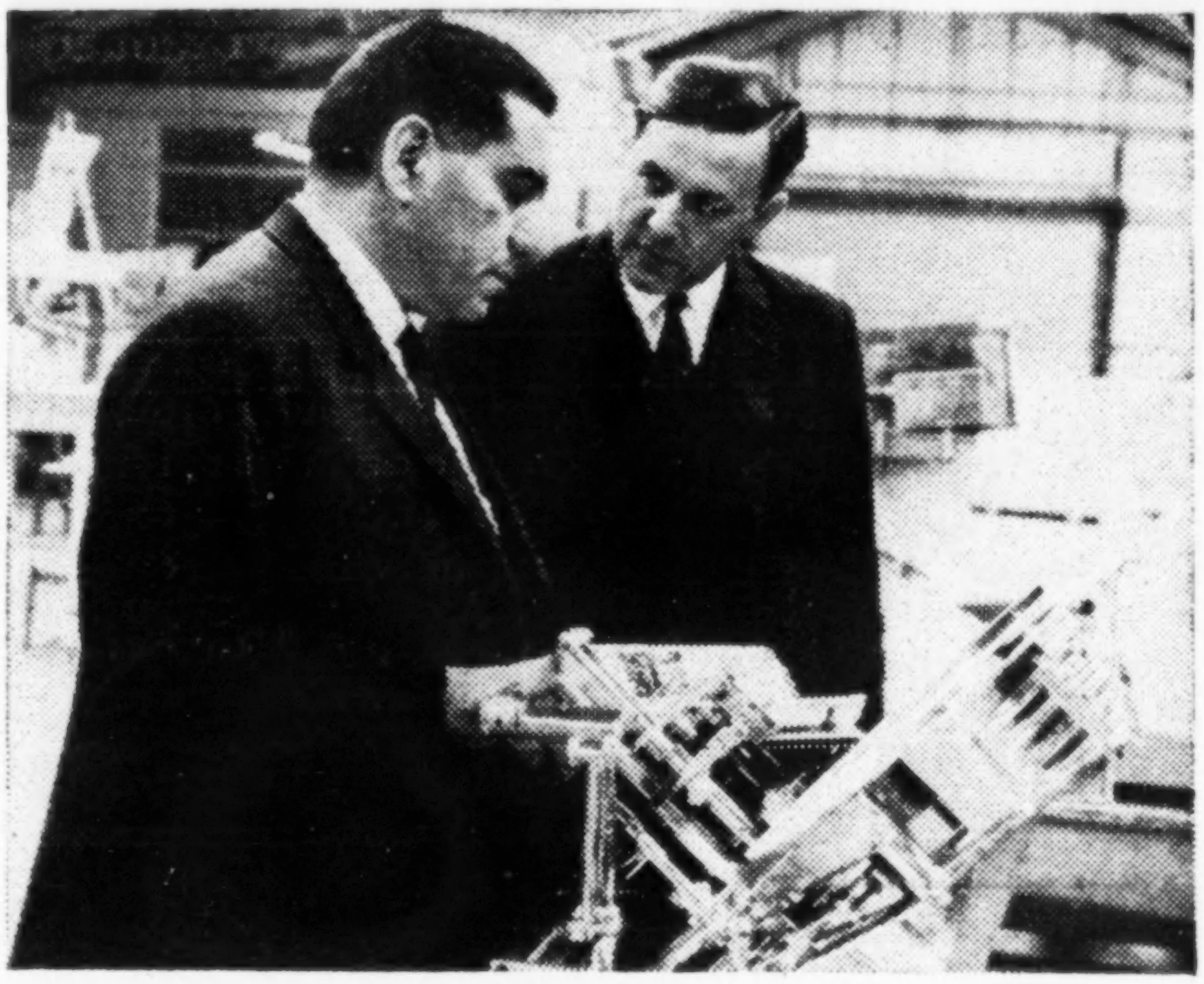
Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357) quoting Ref. CRE 25585 G.

SOMALIA

Higher rate of duty on petrol and shale oil

LAW No. 10 of 1970, provides, with effect from February 16, for the increase in Somalia of the rate of duty from Shs. 0.72 to Shs. 0.91 under heading No. 27.10 on the following items: Light and Medium Oils, motor spirit, white spirit, aviation spirit and other.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475/420).



Dr. Enein (left), chairman of one of the Egyptian State-controlled pharmaceutical companies, with Mr. E. H. Laue, export manager of Autopack Ltd., of Malvern. Autopack has won a £260,000 order for specialized equipment and services to be supplied to the Egyptian state -owned pharmaceutical industry. The contract was secured in the face of fierce competition, especially from Germany. It includes supply of complete antibiotic lines.

REPUBLIC OF SOUTH AFRICA

Prohibition of use or possession of some containers

SOUTH AFRICAN *Government Gazette* notice R.167, 1970, published on June 26 prohibits the use or possession from January 1, 1971, of new steel cylinders of a nominal capacity exceeding 10 litres intended for the packing and sale of liquid petroleum gas unless such cylinders are of a nominal capacity of 11 litres, 22 litres, 34 litres, 45 litres or 113 litres.

Customs Tariff changes

THE FOLLOWING changes were notified in the South African *Government Gazette* of June 26:

R.1007: The provision for roller bandages is item 30.04.01 is replaced by a provision for boric and other absorbent lint.

R.1008: The duty on certain synthetic rubber latex is increased from free to 20 per cent with a maximum of 5c. per lb.

R.1009: Provision is made for a rebate of the full duty on pulp, for the manufacture of blackberry, blackcurrant and raspberry jams, for export.

R.1010: As item 311.40/58.07 provides for a rebate of duty on trimmings for the manufacture of clothing in general, the provisions therefor under items 311.20, 311.21 and 311.25 are withdrawn.

R.1011: Provision is made for a rebate of the full duty on sodium hydroxide (caustic soda) is such quantities and at such times as the secretary for industries may allow by specific permit.

Inquiries should be addressed to Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Change to the metric system

SOUTH AFRICAN *Government Gazette* Notice No. R.998, published on June 26 amends the Regulations under the Weights and Measures Act, 1958. These were published in the *Government Gazette* No. 2266 of January 17, 1969.

Among minor amendments details of which are available from the Tariff Section, Export Data Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3), metric quantities are introduced for the following items; these may from the date shown be packed in the permissible metric quantities specified when imported for sale or prepared for sale in prepacked form or, where applicable, when sold from bulk for consumption in predetermined measure.

Commodity	Commencing date	Compulsory date	Permissible quantities	Exemptions
Agricultural and veterinary liquid chemicals which are packed in the Republic excluding dosage packs	July 1, 1970	Jan. 1, 1971	Any quantity up to and including 10 ml; then 20 ml, 50 ml, 100 ml, 200 ml, 500 ml, 1 l, 2 l, 5 l, 10 l, 20 l, 25 l, 50 l, 100 l and 200 l, and an integral multiple of 1 l above 200 l in the case of large measure packaging	
Liquid industrial chemicals of the undermentioned kinds which are packed in the Republic according to measure of capacity: Acids – organic and inorganic dyestuffs, froth flotation reagents and glycols and glycol ethers, inorganic chemicals, isocyanates, latices, organic chemicals and solvents, plasticizers, refrigerants, resins and intermediates, and silicons	July 1, 1970	Jan. 1, 1971	Any quantity up to and including 10 ml; then 20 ml, 50 ml, 100 ml, 200 ml, 500 ml, 1 l, 2 l, 5 l, 10 l, 20 l, 25 l, 50 l, 100 l and 200 l, and an integral multiple of 1 l above 200 l in the case of large measure packaging	
Potable spirits except a liqueur, sold from bulk for consumption on premises licensed for such sales; provided that a sale from bulk shall be deemed to be a sale from a bottle, barrel or other container of any quantity of potable spirits which is less than the original quantity contained therein	Jan. 1, 1971	Jan. 1, 1971	25 ml or a multiple thereof; provided that the sale of 'a whisky' or 'a tot of whisky', or of 'a double whisky' or 'a double tot of whisky' and similar sales of other potable spirits shall be deemed to be a sale of a quantity of 25 ml or 50 ml respectively	
Ice cream and sherbet, excluding fancy ice cream and fancy sherbet	July 1, 1970	July 1, 1970	Any quantity up to and including 500 ml; then 600 ml, 700 ml, 800 ml, 900 ml, 1 l, 1·5 l, 2 l, 2·5 l, 5 l, 10 l and 20 l	
Beer	July 1, 1970	Jan. 1, 1971	250 ml, 340 ml, 375 ml, 450 ml, 500 ml, 750 ml, 1 l, and then integral multiples of 1 l; provided that a quantity of 450 ml may only be packed in a metal container	
Wine and fermented fruit beverages; provided that imported wine is excluded up to Dec. 31, 1973	July 1, 1970	July 1, 1970	Any quantity up to and including 50 ml; then 200 ml, 250 ml, 375 ml, 500 ml, 750 ml, 1 l, 1·5 l, 2 l, 2·25 l, 4·5 l, 5 l, 20 , and integral multiples of 1 l above 20 l; provided that the quantity of 2·25 l is only permissible up to Dec. 31, 1975	
Potable spirits; provided that imported potable spirits are excluded up to Dec. 31, 1973	July 1, 1970	July 1, 1970	Any quantity up to and including 50 ml; then 200 ml, 250 ml, 375 ml, 500 ml, 750 ml, 1 l, 2 l, 2·25 l, 150 l and integral multiples of 1 l above 150 l; provided that the quantity of 2·25 l is only permissible up to Dec. 31 1975	
Liquid fertilizer for garden use	July 1, 1971	Jan. 1, 1971	100 ml, 200 ml, 500 ml, 1 l, 2 l, 5 l, 10 and 20 l	
Sugar – white or brown, all kinds except as otherwise specified in this table	July 1, 1970	July 1, 1970	250 g, 500 g, 1 kg, 2·5 kg, 12·5 kg, 25 kg and 50 kg; provided that white refined sugar in pre-packed form sold at a retail price of 5 cents or 10 cents may be of any weight	
Sugar – castor or icing	July 1, 1970	July 1, 1970	500 g and 25 kg	
Sugar – cube or tablet	July 1, 1970	July 1, 1970	500 g	
Dripping, lard and animal cooking fat	July 1, 1970	July 1, 1970	250 g, 500 g and 25 kg	
Breakfast foods manufactured from a cereal:				
(a) uncooked	July 1, 1970	Sept. 1, 1970	100 g, 200 g, 500 g, 1 kg, 2 kg, 3 kg, 10 kg, 25 kg and 50 kg	
(b) pre-cooked	Sept. 1, 1970	Mar. 1, 1971	25 g, 50 g, 100 g, 150 g, 200 g, 250 g, 300 g, 350 g, 500 g, 1 kg, 1·5 kg, 10 kg, 20 kg and 30 kg ,	
Cereals, baby foods	July 1, 1970	Dec. 31, 1970	25 g, 50 g, 100 g, 200 g, 250 g, 350 g, 400 g, 500 g, 750 g, 1 kg or an integral multiple of 1 kg	
Kaffircorn malt in small measure packs	July 1, 1970	July 1, 1970	250 g, 500 g and 1 kg	
Yeast: (a) Bakers' yeast (b) Yeast in tablet form (c) Active dry yeast: (i) in tins (ii) in bags	July 1, 1970	July 1, 1970	500 g 500 g with a count of 36 equal tablets to a package 125 g 500 g with a count of 35 or 70 equal bags to a package	
Honey, mixtures of honey and honey substitutes, excluding comb honey and bulk comb honey	July 1, 1970	April 1, 1971	20 g, 30 g, 100 g, 200 g, 500 g, 1 kg, and multiples of 0·5 ·kg above 1 kg	
Sugar or chocolate confectionery	July 1, 1970	Jan. 1, 1971	Any quantity from 50 g up to and including 75 g; then 100 g 125 g 150 g, 200 g, 250 g, 500 g, 750 g, 1 kg, 1·5 kg, 2 kg, or an integral multiple of 1 kg above 2 kg	50g
Meat and vegetable extracts and spreads	July 1, 1970	Jan. 1, 1972	62·5 g, 125 g, 250 g and 500 g	
Onions in pockets for sale on a public market	July 1, 1970	Sept. 1, 1970	12·5 kg.	
Candles other than fancy candles	July 1, 1970	July 1, 1970	450 g with a count of 6 equal candles to a package	
Twines (shop stitching, seaming, binder or harvester in balls, reels, cops or spools)	July 1, 1970	April 1 1971	25 g 50 g 100 g, 200 g, 500 g, 1 kg, 2 kg, 5 kg and 10 kg	
Snuff	July 1, 1970	July 1, 1970	500 g, 1 kg, 2 kg 5 kg, and 50 kg	30 g
Leaf tobacco in small measure packs	July 1, 1970	July 1, 1970	10 kg	100 g
Agricultural and veterinary chemicals consisting of solids and semi-solids which are packed in the Republic excluding dosage packs	July 1, 1970	Jan. 1, 1971	Any quantity up to and including 10 g; then 20 g, 50 g, 100 g, 200 g, 500 g, 1 kg, 2 kg, 5 kg, 10 kg, 20 kg, 25 kg 50 kg. and 100 kg, and an integral multiple of 1 kg above 100 kg in the case of large measure packs; provided that packaging up to and including 100 kg may be of a metric quantity other than those specified only when packed in non-flexible containers of the following nominal sizes: 10 ml, 20 ml, 50 ml, 100 ml, 200 ml, 500 ml, 1 l, 2 l, 5 l, 10 l, 20 l, 25 l, 50 l, 100 l and 200 l	
Industrial chemicals consisting of solids and semi-solids of the undermentioned kinds which are packed in the Republic: Dry ice, desiccants, dyestuffs, elastomers, inorganic chemicals, mineral and metal chemical products, organic chemicals, organophosphates, plastics (granules, powders, beads and fibres), resins and intermediates and waxes	July 1, 1970	Jan. 1, 1971	Any quantity up to and including 10 g; then 20 g, 50 g, 100 g, 200 g, 500 g, 1 kg, 2·5 kg, 10 kg, 25 kg, 50 kg and 100 kg, and an integral multiple of 1 kg above 100 kg in the case of large measure packs; provided that packaging up to and including 100 kg may be of a metric quantity other than those specified only when packed in non-flexible containers of the following nominal sizes: 10 ml, 20 ml, 50 ml, 100 ml, 200 ml, 500 ml, 1 l, 2·5 l, 5 l, 10 l, 20 l, 25 l, 50 l, 100 l and 200 l, and in the case of a lead chemical also such a container of a nominal size of 17 l	

(*Continued on next page*)

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

REPUBLIC OF SOUTH AFRICA, *continued*

Commodity	Commencing date	Compulsory date	Permissible quantities	Exemptions
Liquid petroleum gases in steel cylinders with a nominal capacity of 11 litres and more	July 1, 1970	Jan. 1, 1971	Nominal capacity of cylinder — Quantity Type A gas: 11 litres 5·5 kg 21 litres 10·5 kg 22 litres 11 kg or 10·5 kg 31 litres 15 kg 34 litres 16·5 kg or 15 kg 43 litres 21 kg 45 litres 22 kg or 21 kg 109 litres 53 kg 113 litres 55 kg or 53 kg Type B gas: 11 litres 4·5 kg 21 litres 9 kg 22 litres 9·5 kg or 9 kg 31 litres 13 kg 34 litres 14 kg or 13 kg 43 litres 18 kg 45 litres 19 kg or 18 kg 109 litres 45 kg 113 litres 47 kg or 45 kg Type C gas: 11 litres 4·5 kg 22 litres 9 kg 34 litres 13·5 kg 45 litres 18 kg 113 litres 45 kg	
Margarine	July 1, 1970	July 1, 1970	250 g and 25 kg	—
Macaroni, vermicelli, spaghetti and noodles	July 1, 1970	April 1, 1971	125 g, 250 g and 500 g	—
Liquid industrial chemicals of the undermentioned kinds which are packed in the Republic according to measure of weight: Acids – organic and inorganic dyestuffs, froth flotation reagents, glycols and glycol ethers, inorganic chemicals, isocyanates, latices, organic chemicals and solvents, plasticizers, refrigerants, resins and intermediates and silicones	July 1, 1970	Jan. 1, 1971	Any quantity according to measure of weight; provided that packaging in containers up to 200 l shall be only in containers of the following nominal sizes: 10; ml, 20 ml, 50 ml, 100 ml, 200 ml, 500 ml, 1 l, 2·5 l, 5 l, 10 l, 20 l, 25 l, 50 l, 100 l and 200 l	—
Laurel oils	July 1, 1970	July 1, 1970	In large measure packs – 18 kg and 180 kg	—

KENYA

Import licensing regulations

LEGAL NOTICES Nos. 98 and 108 published in the Kenya *Official Gazette* Supplements of June 8 and 19, announce, with effect from May 27 and June 12 respectively, amendments to the Imports, Exports and Essential Supplies (Imports) Order, 1968 (published in the *Board of Trade Journal* of December 13, 1968, pages 1662-1664) to the following extent:

Legal Notice No. 98

First schedule

Code	Division Number, Group Number, Item, Codes and Items
	By inserting therein in the correct numerical order the following items:
	Division 53 – Dyeing, Tanning and Colouring Materials
	533 Pigments, paints, varnishes and related materials
533 3 2 2	Whiting
	Division 62 – Rubber Manufactures, n.e.s.
	Group 629. Articles of rubber, n.e.s.
629 4 0 0	Rubber belting (V shape only)
	Division 67 – Iron and Steel
	Group 674. Universals, plates and sheets of iron and steel
674 4 1 1	Corrugated and flat iron sheets only
674 4 1 2	
674 4 2 1	
674 4 2 2	
695 1 0 2	Matchets (Pangas)
695 1 0 9	Axes
695 1 0 9	Shovels and spades
698 1 1 0	Padlocks only
812 4 2 2	Pressure lamps
812 4 2 1	Hurricane lamps (wick burning)
812 4 2 9	Other excluding parts thereof
821 0 9 0	Metal beds only

Third schedule

Column 1 Code	Column 2 Items
	By inserting therein in their correct numerical order the following items:
042 0 0 0	Rice
061 1 0 1	Jaggery
653 5 0 1	Suiting fabrics of woollen, synthetic/woollen, synthetic/viscose, all nylon piece-goods including nylon taffeta, nylon crepe, nylon satin, nylon crepon, nylon fancy crepe, crêpe-de-Chine, tetoron filament shantung and fabrics of cotton/synthetic mixture
653 5 0 2	
653 5 0 3	
653 5 0 4	
653 5 0 5	
653 5 0 9	
653 6 0 1	
653 6 0 2	
653 6 0 3	
653 6 0 4	
653 6 0 5	
653 6 0 9	
653 8 0 0	
661 2 0 0	Cement
684 2 2 1	Corrugated iron sheets
693 2 0 1	Barbed wire of iron or steel
693 2 0 9	Other fencing wire of iron or steel
694 1 0 0	Nails only
695 1 0 2	Matchets (Pangas)
695 1 0 9	Axes
695 1 0 9	Shovels and spades
696 0 0 1	Razor blades
697 2 1 9	Household insecticide sprayers and domestic insecticide spray guns
697 2 3 0	Suffurias (alias 'chattes' or 'topes') and tiffin carriers including cooking pans
698 1 1 0	Padlocks
698 9 1 1	Earth pans (karais)
698 9 1 9	Rat traps
733 1 1 0	Bicycles
733 1 2 0	Bicycle parts including wheel spokes
812 4 3 0	Lamps and lanterns
812 4 2 2	
812 4 1 1	
812 4 2 1	
812 4 2 9	
821 0 9 0	Metal beds
841 1 1 0	Trousers made of worsted, woollen and mixed woollen and synthetic materials
841 4 2 0	Socks and stockings
841 4 4 1	Cardigans, jerseys, jumpers, pullovers and sweaters
899 2 3 0	Brooms of all types
899 2 4 1	
899 2 4 2	
899 2 4 9	

Legal Notice No. 108

First schedule

Code	Division Number, Group Number, Item, Codes and Items
	(a) By deleting therefrom the following item:
642 3 0 0	Exercise books only
	(b) By inserting therein in their correct numerical order the following new items:
641 1 0 0	Newsprint paper
641 2 1 0	Other printing and writing paper (machine-made) in rolls or sheets, uncoated
641 3 0 0	Kraft paper and Kraft paperboard
641 5 0 0	Machine-made paper and paperboard, simply finished, in rolls or sheets, n.e.s., but not including coated paper or paperboard
	Paper and paperboard in rolls or sheets, n.e.s.:
641 9 1 0	Parchment or greaseproof paper or paperboard
641 9 2 0	Composite paper and paperboard
641 9 3 0	Corrugated, etc., paper and paperboard
641 9 4 0	Ruled or squared paper and paperboard
642 1 2 0	Filing containers of paper or paperboard
642 2 0 1	Envelopes
642 2 0 9	Writing blocks, letter pads and similar paper, stationery of the kind used in correspondence, n.e.s.
642 3 0 0	Exercise books, registers, albums, diaries, memorandum blocks and other stationery of paper or paperboard
642 9 3 0	Other paper and paperboard, cut to size
642 9 9 0	Other articles of paper pulp, paper, paperboard or cellulose wadding

Note:

All goods listed in the First Schedule to the Imports, Exports and Essential Supplies Order, 1968, are prohibited from being imported into Kenya without a specific import licence.

By administrative action of the Kenyan Authorities all goods irrespective of country of origin listed in the Third Schedule to the above Order, may be imported into Kenya only through the Kenya National Trading Corporation.

Importers should submit applications to the KNTC for processing and subsequent submission to the Licensing Officer, Ministry of Commerce and Industry.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA,' published by the EFTA Secretariat in Geneva. This 161 *page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 *Tel.* 01-222 7877, *Ext.* 2479/80).

Hawthorn Baker Ltd., Dunstable, recently despatched to Zambia their biggest export order – Cornerstone precision printing equipment valued at over £10,000. The consignment, which weighed nearly 11 tons and comprised 22 cases, left the Cornerstone factory, London Road, on two lorries for transportation to King George V Docks, London, where they were loaded on to the ss 'Rothesay Castle'.

MALAWI

Customs tariff amendment

MALAWI GOVERNMENT Notice No. 120, amends the Customs Tariff with effect from June 19, 1970, to the following extent:
Part III – Customs duties

By the addition after subheading 60.04.03 of the following:

BTN No.	Nomenclature	Effective Rates			
1	2	3	4	5	6
60.04.04	Made up mosquito and sandfly nets	—	20%	Free	Free

(Britain pays the column 6 rate of duty)

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

AUSTRALIA

New Zealand-Australia Free Trade Agreement:

Result of Tariff Board inquiry on ceramic tableware

A NOTICE was published in the *Board of Trade Journal* on October 1, 1969, to the effect that the Australian Minister for Trade and Industry had referred to the Tariff Board the question wheher having regard to the objectives and other provisions of the New Zealand-Australia Free Trade Agreement, the inclusion in Schedule A of that agreement of ceramic tableware (tariff items 69.11 and 69.12) would be seriously detrimental to Australian industry.

The inquiry has now been completed, and as a result, the above two items will be added to Schedule A from July 1, 1970.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319) quoting reference No. CRE 26136/G.

(Continued on next page)

Buckinghamshire County Council
SLOUGH COLLEGE OF TECHNOLOGY
Department of Professional
and Business Studies
Session 1970/71
PATENTS AND TRADE MARKS
Enrolments are invited for residential and short courses in Patents and Trade Marks. Further details may be obtained from the Head of the Professional and Business Studies Department, Slough College of Technology, William Street, Slough, Bucks.

She may not know much about world finance...
...but she could tell you the way to 'THE CHARTERED BANK'

The Chartered Bank's two branches are as much a part of Bangkok as the floating canal markets or the monks in their traditional saffron robes.

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(Incorporated in England by Royal Charter 1853)
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A MEMBER OF STANDARD AND CHARTERED BANKING GROUP LIMITED

AUSTRALIA, *continued*

Result of Tariff Board inquiry on sorbitol and mannitol

A NOTICE was published in the *Board of Trade Journal*, dated March 21, 1969, to the effect that a reference had been made to the Australian Tariff Board in respect of sorbitol and mannitol.

The inquiry has now been held and, as a result the following tariff changes have been made, effective from July 3, 1970:

> Tariff items 29.04.4 (formerly 29.04.9) and 38.19.99. Rates of duty 40 per cent General and 30 per cent Preferential with an additional duty for sorbitol in aqueous solution based on support value of 350 dollars per ton.

The Australian customs tariff has been amended as follows:

AMENDMENT OF PART II. OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1970

Item	Goods	Rates of duty	
		General	Preferential
Omit sub-item 29.04.4, *insert* the following sub-item:			
29.04.400	Sorbitol mannitol	Sorbitol in aqeous solution – 40%, and 90% of SVD remainder – 40%	Sorbitol in aqeous solution – 30%, and 90% of SVD; remainder – 30%

Support value for calculation of SVD as follows: Sorbitol in aqeous solution – $17·50 per cwt.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting Ref. CRE 559/69.

NEW ZEALAND

Emergency Protection Authority

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of peat.

Details of the tariff item, under which the above-mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
27.03.00	Tons	Free	. .	Free

The Emergency Protection Authority is required to report to the Minister by July 30, 1970.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents or the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706. The BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ.

Any British trade association or firm requiring further details or proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting Ref. CRE 839/69.

ARGENTINA

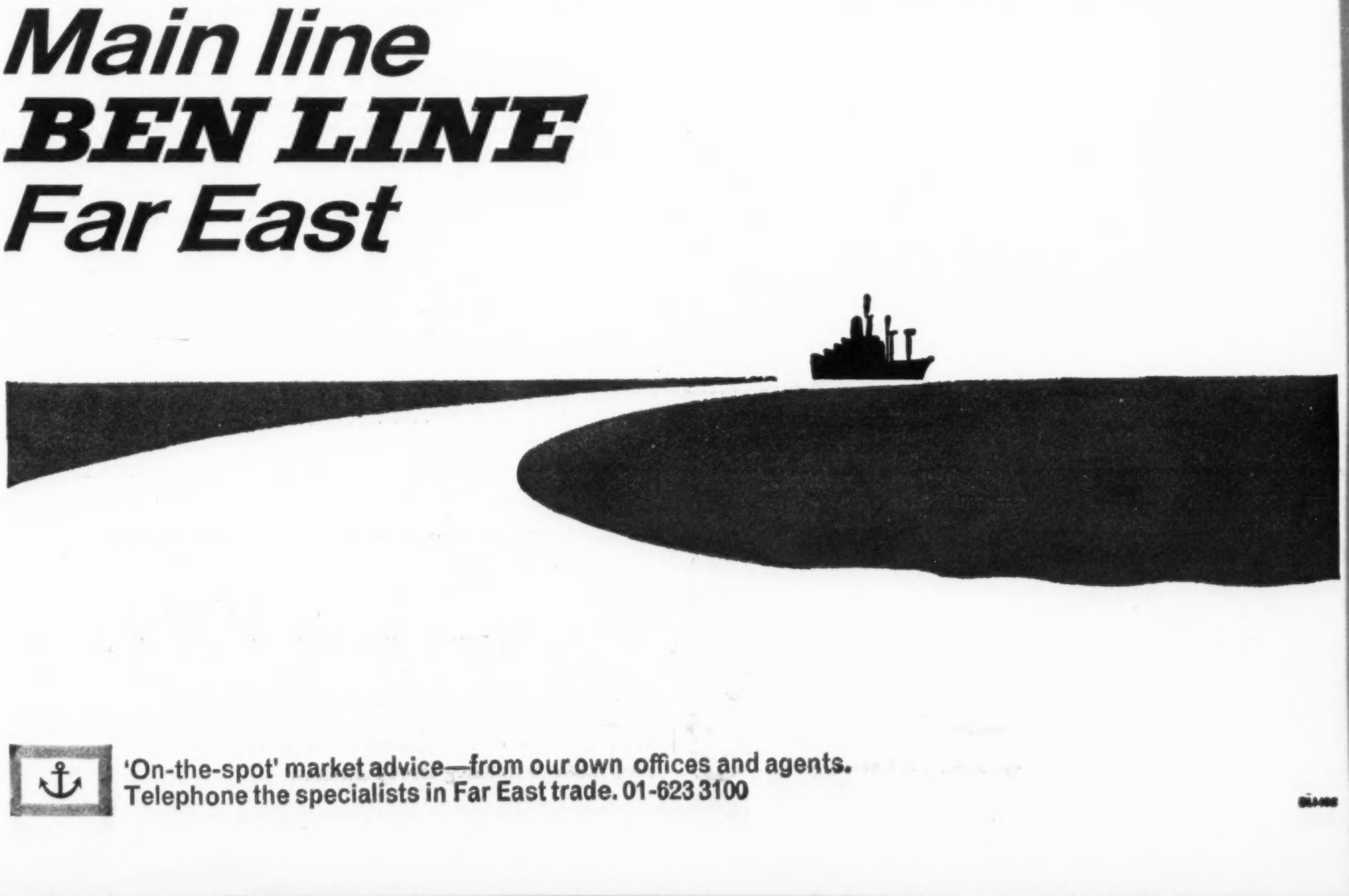
Economic measures

SIMULTANEOUSLY WITH the devaluation of the Argentine peso on June 18 (see the *Board of Trade Journal* of July 1, 1970 (page 35)), the Argentine Government imposed a 12.5 per cent tax on exports but reserved powers to reduce or abolish the levy.

The Government also declared its intention to reduce import taxes; a further notice will be published when details are made available.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2287).

(*Continued on page 142*)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ARGENTINA, *continued*

Temporary prohibition of fertilizer imports

ARGENTINE GOVERNMENT Decree No. 1641 which came into force on May 23, 1970, prohibited imports of the following fertilizers until December 31, 1970.

Tariff Item	Description
29.25.01.01	Urea
31.02.02.04	Ammonium sulphate
31.02.02.08	Urea (regarded as a fertilizer)
31.02.02.10	Mixtures of the products falling within heading 31.02 (mineral or chemical fertilizers, nitrogenous), with or without fillers
31.02.02.11	Mixtures of the products falling within heading 31.02 (mineral or chemical fertilizers, nitrogenous), with or without fillers
31.05.01.90	Composite and complex fertilizers, whether or not granulated

Imports of urea (29.25.01.01) and ammonium sulphate (31.02.02.04) for use in the manufacture of drugs and medicinal products are exempt from the prohibition provided importation is authorised by the State Secretariat for Industry and Internal Trade.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

UNITED STATES

Fair Packaging and Labelling Act

THE FEDERAL Trade Commission propose to amend Sections 500.11 and 500.12 of the United States Fair Packaging and Labelling Act to enable linear dimensions of consumer commodities (excepting food, drugs, devices and cosmetics) to be expressed in terms of inches. Further amendments are proposed in respect of the declaration of contents in square area of measurement.

Interested persons are invited to submit written comments not later than August 24, 1970.

Further details about this notice may be obtained from Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). (Ref. FR 27.6.70).

(*Continued on page* 144)

A major export order for top quality, high tensile steel cord conveyor belting has been won by BTR Leyland Industries Limited. The company has secured the order to supply the International Nickel Co. of Ontario, Canada, with nearly £100,000 worth of its Silvercord steel cord conveyor belting. The belting, which will be made at the firm's factory at Farington, Leyland, in Lancashire, will be used for the handling of sulphate ore at the Canadian's company's Clarabelle Mill at Copper Cliff, Ontario.

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UNITED STATES, *continued*

Country of origin marking

THE *Board of Trade Journal* of October 15, 1969 gave notice of a decision by the United States Bureau of Customs regarding country of origin marking of imported vinyl clad chain link fencing including marking with a label or tag.

Further consideration has been given to this matter, and the Bureau has announced that such fencing should be marked by imprinting the required origin statement at intervals of from 10 to 24 inches into the vinyl coverings, or in a contrasting colour on the wire, or in a sufficiently legible, conspicuous and permanent form, approval for which may be obtained from the Bureau of Customs. This requirement is due to become effective on October 1, 1970.

Further details about this notice may be obtained from Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Ref. FR 30.6.70).

Minimum federal safety standards for gas pipeline—corrosion control

ON MAY 27, 1970 the *Board of Trade Journal* gave notice of the United States Office of Pipeline Safety's proposals for rule making governing the corrosion control of gas pipeline and gas pipeline facilities.

These proposals were slightly amended for cast or ductile iron pipe and now the Office of Pipeline Safety has expressed interest in obtaining additional public comment in questions raised by the applicability to cast or ductile iron pipe of the proposed requirements for new construction relating to protection against external corrosion, protective coating, cathodic protection within one year after completion of construction, and monitoring of cathodic protection.

Written comments will be received by the Office of Pipeline Safety up until July 21, 1970 which is an extension of the original closing date for the submission of comments.

Further details may be obtained from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404) (Ref. FR 30.6.70).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal. *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

STATES LINES

Cointreau Marmalade and Oyster Soup with Guinness, two Frank Cooper's products from Brown and Polson Speciality Food Division which are selling well to the United States. Business in America is up 300 per cent since last year, reports the company. Brown and Polson speciality foods are finding new markets all the time. As well as to the United States they export throughout Europe, to Australia, New Zealand, Japan and South Africa. Among the more unusual countries are Fiji, Togoland, Brazil and the latest addition to the list, Morocco.

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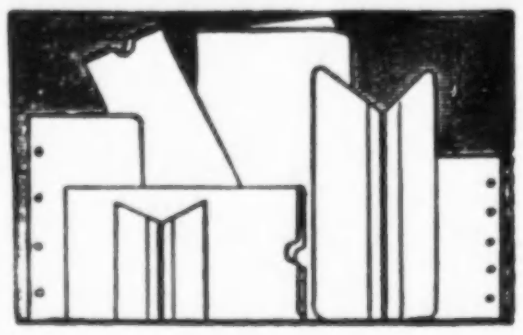
BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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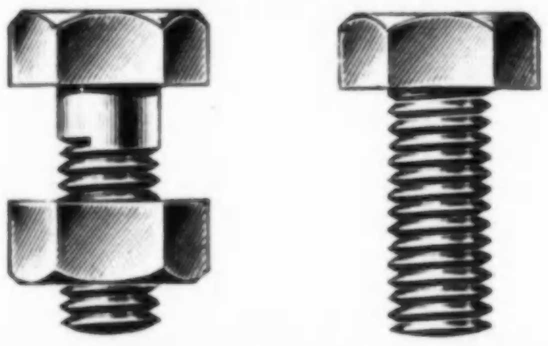

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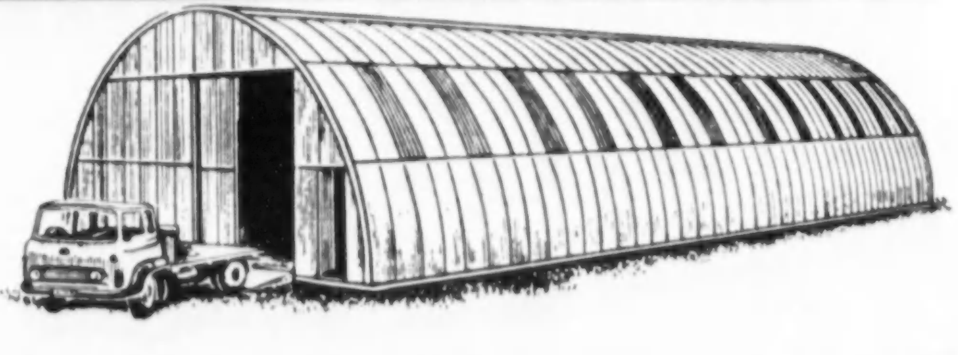

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